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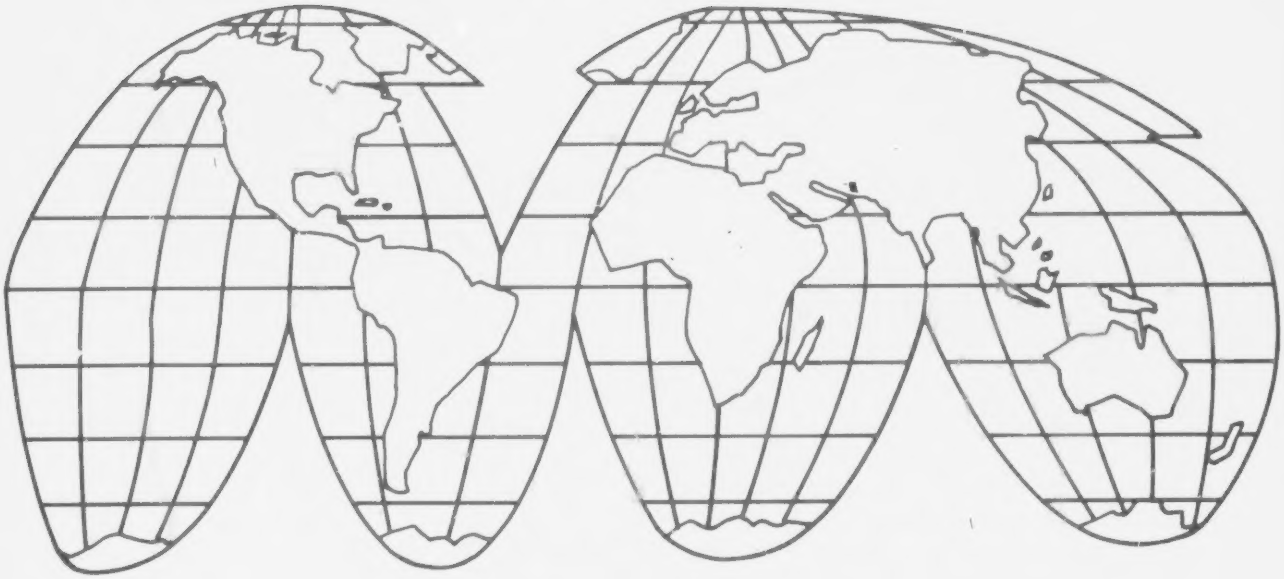
ALA 1983-84 WORLDWIDE DIRECTORY & FACT BOOK

. . . a valuable reference guide to the military market



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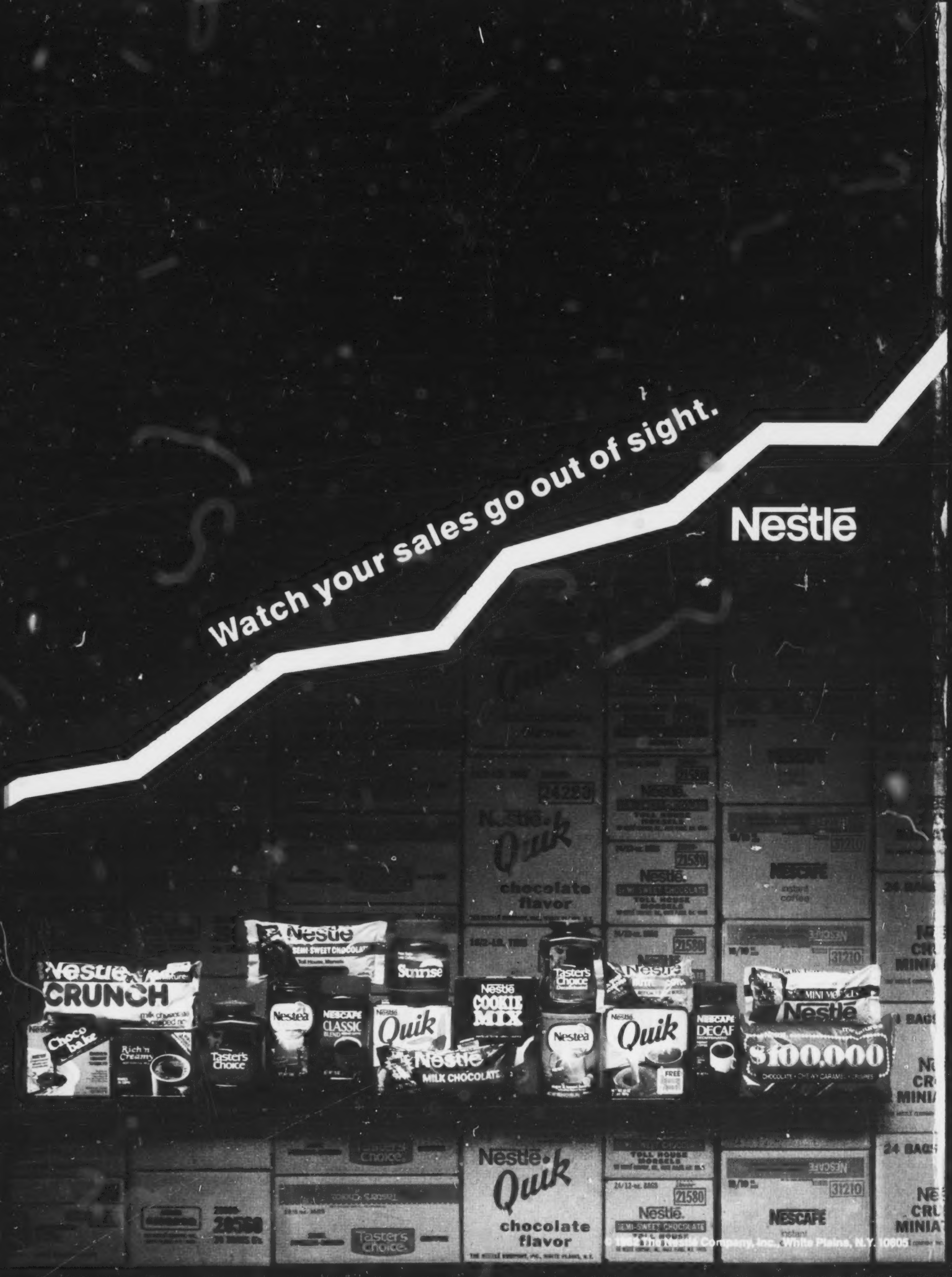
American Logistics Association


Watch your sales go out of sight.
Nestlé

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Note: Information contained in this 1983–84 Directory is based upon the latest information available. In those instances where Directory users discover inconsistencies, errors or wish to submit suggestions on how to improve or add to the usefulness of this publication, address correspondence to: Editor—Worldwide Directory, American Logistics Association, 1133 Fifteenth Street, N.W., Suite 500, Washington, D.C. 20005/Telephone: (202) 466-2520.

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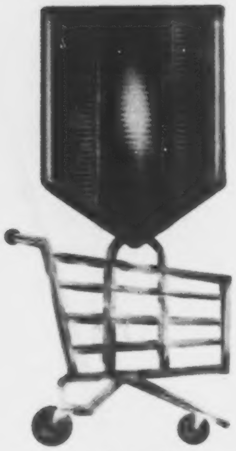
S&K VICTORY RIBBONS

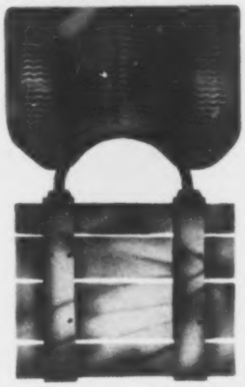


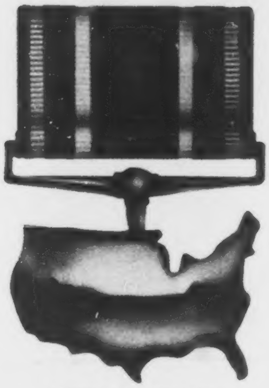
Commissary Citation

For exceptional performance by our specialized Commissary Sales Staff in all Commissary categories.

Warehousing Commendation Ribbon

For on-time deliveries in the world-wide military, and in the civilian markets of Hawaii, Guam, and Alaska.



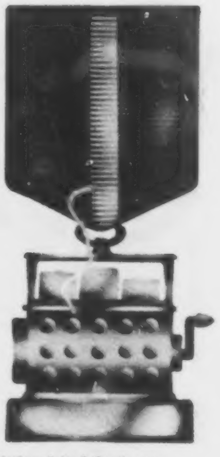


CONUS Campaign Medal

For outstanding sales coverage by over 80 full-time sales people in the Continental United States.

Ships Afloat Honor Ribbon

For outstanding performance since 1934 by our Ships Afloat Division.

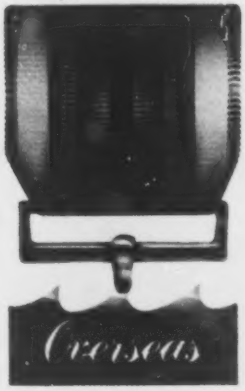


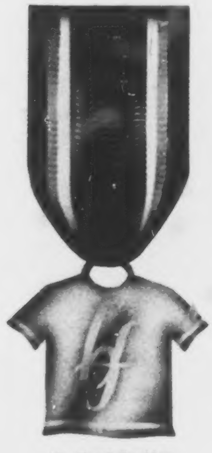
Distinguished Exchange Award

Awarded to our Exchange Sales Staff for distinguished service in the Exchange Market.

Overseas Campaign Ribbon

For complete sales coverage of commissaries and exchanges in Europe and the Far East.





Haviland Fashion Medal of Honor

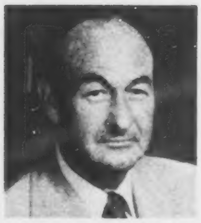
Awarded to our highly successful fashion-oriented soft goods division.

When it comes to serving the military market, S&K Sales Co. has won a variety of victory ribbons. For more information about what we've done and how we've done it, contact **S&K Sales Co., 125 Greenwich Ave., Greenwich, Conn. 06830 (203) 869-7060.**

S&K Sales Co. Leaders in the military market

Welcome To ALA's 36th Annual Convention

"The Patron is First . . . You Make The Difference"



C. Lloyd Johnson
President
American Logistics Association

This year, the 36th Annual Convention of ALA should be a memorable one. It tops off a year of broad activity—a year of change, a year of challenge, and a year of accomplishment.

Emerging from this, ALA has shown its colors—has established itself as a solid association dedicated to strong liaison that, in the end, should afford the military patron a better "Quality of Life."

There will be further changes in 1984—there will be important issues to confront, and this year's convention is the place to solve problems and set in motion the preservation of the Resale System. Remember—The Patron Is First . . . You Make The Difference—but only if you participate and work at it.

Welcome to San Francisco, and the best convention ever.

Alan V. Monette
Chairman
1983 Convention Committee

The theme for the ALA's 36th Annual Convention—"The Patron is First . . . You Make The Difference"—is one which relates in a very realistic way to the circumstances and conditions of today's military resale industry.

The pace of our professional objectives and activities means that we cannot wait for events to take their course. Each of us, individually and collectively, must direct the focus of our actions before it becomes necessary to react to new needs thrust upon us by changing times.

Perhaps the most rewarding way to demonstrate our resolve to *keep* the patron first is to show what has been done and share ideas about ways to achieve greater success or new improvements for the future. This in essence is the message and purpose of the ALA's Convention—to give us an opportunity to strengthen our industry—military partnership for the ultimate benefit of millions of military patrons.

In welcoming you to the ALA's 36th Annual Convention it is my sincere wish that you benefit from the impressive program of speakers and educational sessions so carefully coordinated and planned for this year's event because, after all is said and done, YOU MAKE THE DIFFERENCE.

A. Kolbet Schrichte
Executive Vice President
American Logistics Association

The patrons, our customers, what do they look like? What products do they want? How frequently will they return to our facilities? What are their purchasing priorities? How have *they* changed? How must *we* change? What in their minds are we doing right? Wrong? What can we improve? What can we add? Drop? These are some of the questions that make up our awareness of the patrons we serve. To the extent that our decisions incorporate our knowledge of the answers to these questions we are likely to be perceived as fulfilling our responsibility to our customers. To the extent that the customer views the resale system as a worthwhile element of his pay and retirement package, we have fulfilled part of our purpose. To the extent that sales in the system contribute to the funds which operate morale, welfare, and recreational activities we have fulfilled another part of our mission. And to the extent that the entire system continues to contribute salaries and profits throughout the many contributing commercial sectors of the system, we have succeeded.

It is really possible to find the *YOU* in this year's convention theme because it's *all* of us. From the commander of the system, to the fresh mushroom grower—we all can and do make a difference to and for the Patron.

It's up to us to know what differences in buying and living needs result from the growing number of two-career military households. It's up to us to make sure that our personnel are as "computer literate" as the dairy-farmer in Wisconsin or the family grocery store using a scanner for inventory, or for analysis of item movement, or fine tuning of shelf space allocation. Constant evaluation of our patron's needs and interests are considered, will be rewarded by increased patronage and awareness of the system.

ALA, through its meetings, education programs, chapter activities, INTERSERVICE, and other communications will continue to help *YOU* make the difference.

Citrus Central SALUTES...

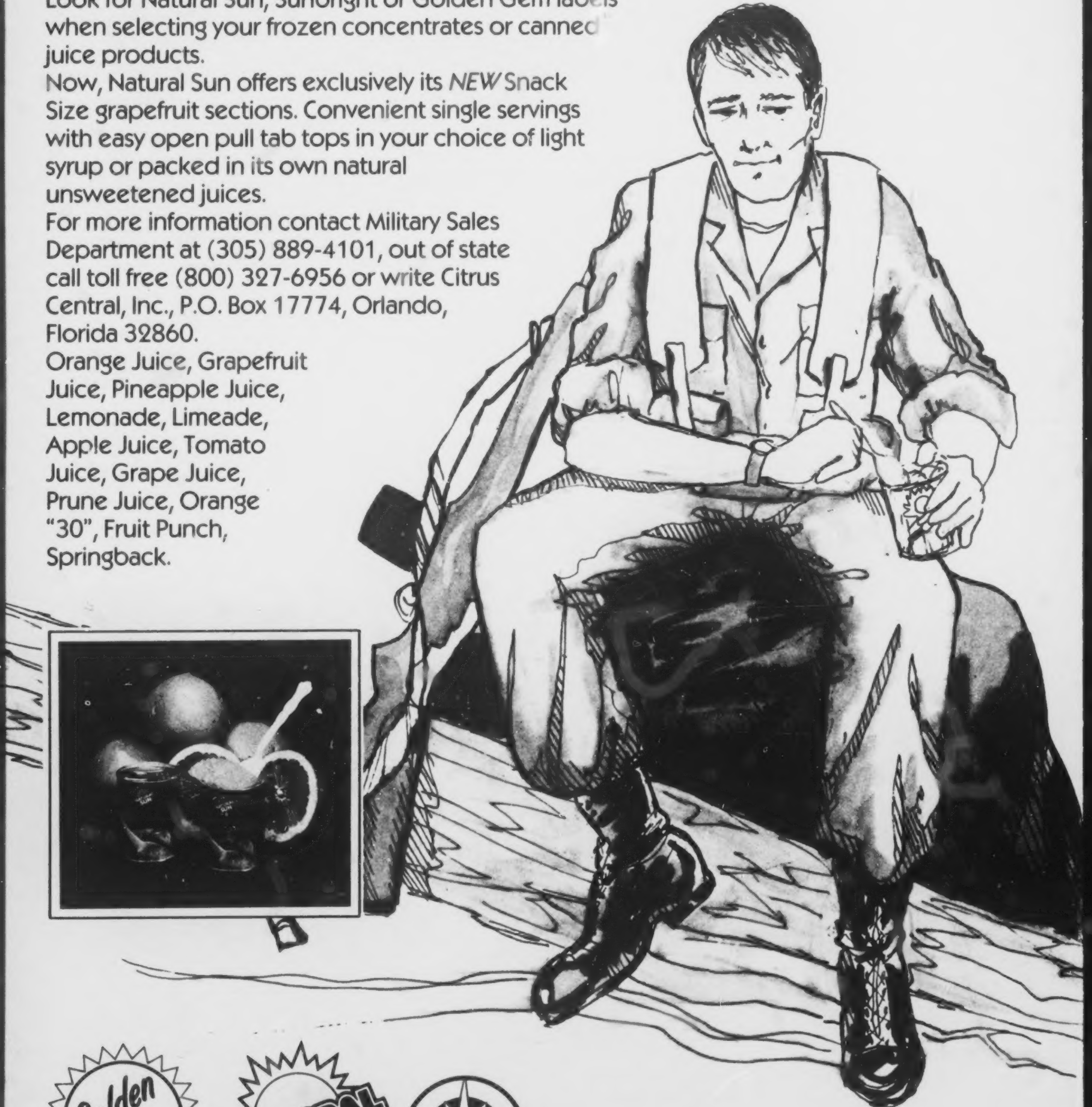
With the *largest* branded selection of premium citrus juice and juice drinks from Florida.

Look for Natural Sun, Sunbright or Golden Gem labels when selecting your frozen concentrates or canned juice products.

Now, Natural Sun offers exclusively its *NEW* Snack Size grapefruit sections. Convenient single servings with easy open pull tab tops in your choice of light syrup or packed in its own natural unsweetened juices.

For more information contact Military Sales Department at (305) 889-4101, out of state call toll free (800) 327-6956 or write Citrus Central, Inc., P.O. Box 17774, Orlando, Florida 32860.

Orange Juice, Grapefruit Juice, Pineapple Juice, Lemonade, Limeade, Apple Juice, Tomato Juice, Grape Juice, Prune Juice, Orange "30", Fruit Punch, Springback.



Golden Gem

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All Juices and Juice Drinks Are From Florida.

ALA 1984 MEETING SCHEDULE

Commissary Roundtable San Antonio, TX	January 15–17, 1984
Western Regional Conference Monterey, CA	March 18–20, 1984
Exchange Roundtable Dallas, TX	April 29–May 1, 1984
Eastern Regional Conference Norfolk, VA	June 10–12, 1984
Annual Convention Arlington, VA	October 28–31, 1984

FUTURE ALA NATIONAL CONVENTIONS

1985 Dallas, Texas

1986 Washington, D.C.

Watch for details on all future ALA activities and Chapter events in your *Executive Briefing* newsletter.

MAKE YOUR PLANS TO ATTEND TODAY!

PROGRAM AND HIGHLIGHTS OF ALA's 36TH ANNUAL CONVENTION

SUNDAY October 9, 1983

0900–1000	ALA Board of Directors Meeting
1100–1200	Convention Steering Committee Meeting
1200–1500	Chapter Officers Meeting
1200–1800	Convention Registration
1300–1500	ALA Commissary/Exchange Committee Meetings
1730–1815	New and Non-Members Reception
1830–2230	"An Evening in San Francisco" Combined Welcoming Reception and Theme Party

MONDAY October 10, 1983

0730–0845	Continental Breakfast sponsored by Quaker Oats Company
0730–1730	Convention Registration
0900–1200	General Session: ● Opening Ceremonies ● Call to Order—Alan Monette, Convention Chairman ● ALA President's Welcoming Remarks—C. Lloyd Johnson, ALA President ● Keynote Address ● Political Update—Dr. Lawrence Korb, Assistant Secretary of Defense; Manpower, Reserve Affairs & Logistics
1200–1400	Exchange Awards Luncheon ● Speaker—Rep. Bill Nichols (D–AL)
1430–1600	Spouses Academy of Art College Tour
1430–1600	General Session Resumes: ● Panel Sessions—AAFES/USATSA & DPSC
1615–1730	Direct Dialogues with AAFES/USATSA & DPSC
1730	Adjourn for free evening

TUESDAY October 11, 1983

0800–1730	Convention Registration
0730–0900	Breakfast with the Commanders and Staffs: AAFES/USATSA & DPSC
0930–1200	General Session: ● Exchange Committee Report—Richard Steinberg, Exchange Committee Chairman ● Featured Speaker—Somers White ● Olympics Presentation—Al Oerter; Dr. Rosenfield ● Political Update—Rep. Dan Daniel (D–VA)
1200–1400	Commissary Awards Luncheon: Speaker—Rep. Joseph P. Addabbo (D–NY)
1200–1500	Spouses Gourmet Walking Luncheon
1430–1600	General Session Resumes: Panel Sessions—AFCOMS/NAVRESSO & MARINES
1600–1730	Direct Dialogues with AFCOMS/NAVRESSO & MARINES
1730	Adjourn for free evening

WEDNESDAY October 11, 1983

0730–1200	Convention Registration
0730–0900	Breakfast with the Commanders and Staffs: AFCOMS/NAVRESSO & MARINES
0830–1200	Spouses Victorian High Tea and House Tour
0930–1200	General Session: ● Commissary Committee Report—Robert Paliani, Commissary Committee Chairman ● Featured Speaker—Linda Cooper, Allen Levis Organization ● ALA Update—A. Kolbet Schrichte, ALA Executive Vice President ● Patron Awareness Update—F. William Kastor, Consumer Awareness Committee Chairman and Ann L. Allen, ALA Director of Communications
1200–1400	Annual Meeting of Members Luncheon
1430–1600	General Session: ● Commanders Forum ● Special Ending
1600–1700	Board of Directors Meeting
1830–1930	Grand Banquet Reception
2000–Conclusion	Grant Banquet and Presentation of ALA Distinguished Service Award

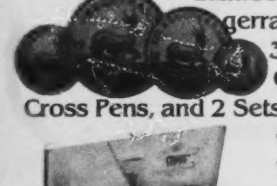
Miss California's GOLD RUSH SWEEPS

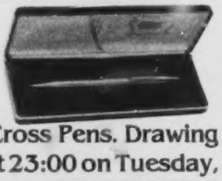
"Miss California," beautiful Shari Anne Moskau of Mission Viejo, will host the AFN TV-GUIDE Bayview Suite and draw winners in the "Miss California Gold Rush Sweeps." Come and win Gold with "Miss California"!

ALA CONVENTION 1983
BAYVIEW SUITE, ST. FRANCIS TOWER

Gold, Gold, Gold for you to win at the 1983 ALA Convention. Here's your chance to win lots of gold at the **AFN TV-GUIDE Bayview Suite, St. Francis Hotel Tower, 31st Floor.**

Grand Gold Prizes include: Bulova Accutron Quartz Men's 14K Gold Watch and a Bulova Accutron Quartz Women's 14K Gold Watch. Drawing will be held at 23:00 on Monday, 10 October in the **AFN TV-GUIDE Bayview Suite. Super Gold Prizes** include: A Solid Gold South African Krügerrand Coin, 3 Sets Men's Gold-Filled Cross Pens, and 2 Sets Women's Gold-Filled Cross Pens. Drawing will be held at 23:00 on Tuesday, 11 October in the **AFN TV-GUIDE** Bayview Suite. Plus **FREE SOUVENIRS** including special color photos with Shari Anne Moskau, "Miss California – 1983."





You can be a great GOLD RUSH WINNER! Gold, gold, gold and much more at the **AFN TV-GUIDE Bayview Suite, 31st Floor, St. Francis Hotel, during the ALA Annual Convention 1983, San Francisco.**

Tickets for the "Miss California" GOLD RUSH SWEEPS must be deposited at the **AFN TV-GUIDE** Bayview Suite. If you have not received your tickets, visit the **AFN TV-GUIDE** Suite or see an **AFN TV-GUIDE** Professional Representative. Winners need **not** be present at the drawings to win.

California, here we come! See you at the ALA Convention!

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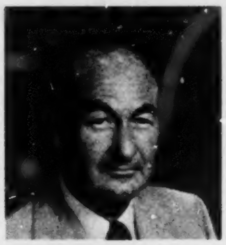

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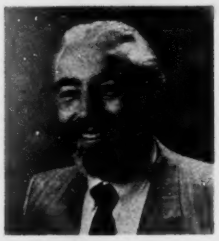

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Off Duty Enterprises

DIRECTOR
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*Terms of office for several members of the 1982–83 Board of Directors expire on October 12, 1983. New Board members are elected at the Annual Meeting of ALA members on that date. The names of new ALA 1983–84 Board Directors will be announced.

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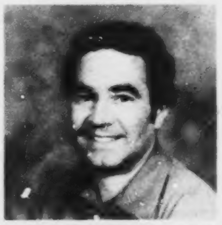
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(President to be announced)

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*Member, ALA Board of Directors

ALA BOARD OF DIRECTORS CANDIDATES*

J. Brayton Fogerty

Mr. Fogerty is Vice President of Marketing for S & K Sales Company. He has been with the company 19 years; previous positions include: Account Executive, Marketing Manager and Director of Trade Relations. He is a graduate of Iona College in New Rochelle, NY and served with the U.S. Army Infantry for two years.

ALA Activities: Fogerty has been an active member of the ALA New York Chapter (twice President) and both the ALA Commissary and Exchange Committees (chairman of Exchange Committee, 1981 and 1982). He also chaired the 1983 ALA Exchange Roundtable and is currently a member of the ALA Exchange Committee.

Neal A. Harris, Jr.

Director of National Accounts and Military Sales for Johnson Products, Harris is responsible for sales of cosmetics and hair products. He attended both Indiana and Roosevelt Universities, majoring in Marketing, and has over 25 years experience in the cosmetics and hair products market. Harris has prior management experience with Gillette Co. (Toni Division), Deluxol Laboratories and C. J. Walker Co. Prior to joining Johnson Products he was President, HDC Enterprises. He is married with one child.

ALA Activities: Harris served on ALA's 1981 Convention Planning Committee and is a current member of ALA's Commissary Committee. Harris is also a past member of the ALA Board of Directors.

Walter Loving

As Director of Sales for Monarch Crown Corporation, Loving is responsible for Worldwide sales for all divisions. He has been with the company for four years. Previous experience has been in retail sales; he was Far East Military Manager for Procter & Gamble. Loving is a graduate of the U.S. Air Force Academy and Oklahoma University. He is married with four children.

ALA Activities: Loving is a current member of the ALA Exchange Committee.

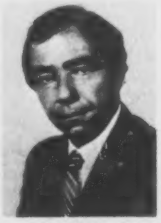
J. Brayton Fogerty

Neal A. Harris, Jr.

Walter Loving

Alan V. Monette

E. R. "Tubby" Seawell


Jack Seibel

Alan V. Monette

As President of the Monette Corporation since 1979, Monette is responsible for the eight subsidiary companies operating under this parent corporation including V. H. Monette & Company, Monette Information Systems and Landmark Marketing Corporation. He holds a B.S. degree in Marketing from the University of North Carolina and is a former Marine Corps captain. He is married with six children.

ALA Activities: Monette is a member of the ALA Commissary Committee and is Chairman of the 1983 ALA Annual Convention Steering Committee. He is also a current member of the ALA Board of Directors.

E. R. "Tubby" Seawell

Director of Military Sales (Biscuit Group) for Nabisco Brands, Inc. Mr. Seawell is responsible for all Nabisco Brand Products overseas except confections. He is also responsible for Nabisco's government sales of cookies and crackers in the Continental U.S. He has been with the company 19 years and has held positions in Biscuit Sales (Branch Manager) and also National Accounts. A graduate of William & Mary College, he also served as a lieutenant in the Army/Air Corps for three years. He is married with three children.

ALA Activities: Seawell is a current member of the ALA Patron Awareness, Commissary and DPSC/ALA Liaison Committees.

Jack Seibel

Mr. Seibel is the Military Sales Manager for Hills Brothers Coffee. He has been with the company for five years and is responsible for Worldwide sales. Previously, he was with Tillie-Lewis Foods in private label sales and food service sales for Kraft Foods. Mr. Seibel attended the University of San Francisco and served in the Marine Corps for two years. He is married with three children.

ALA Activities: Seibel has been an active member of the ALA Northern California Chapter's Executive Board for the last four years and has served on several ALA Committees. He is the current President of the ALA Northern California Chapter.

*** For terms expiring in 1986.**

"Some call it luck,
some genius;
I call it determination."

—George S. Patton

Times of adversity seem to forge the most rugged of leaders. Individuals who won't compromise on ideals or goals. General Patton was such a leader. His unbending determination helped to shape modern history.

Today's economic conditions call for similarly strong approaches to challenging situations. As manufacturers' representatives specializing in service to the U.S. Armed Forces world-wide, V. H. Monette & Company has built an international reputation on meeting challenges. In our service to commissaries and exchanges, we seek innovative merchandising, marketing and promotional avenues to success. Our efforts continue to provide beneficial results for the manufacturers we represent, the military sales outlets, and the consumers who shop there.

Determination to serve a highly specialized market effectively has earned us a position as the landmark in military sales. To determine how we might put our experience to work for you, call or write today.

v.h.monette&co.

The Landmark in Military Sales

Commissary Division (804) 357-4141
Exchange Division (804) 357-4142
Smithfield, VA 23430

ahead of our time...

Everywhere

at FLS – The Future Is Now!

Providing our Principals and the market with...

- A consumer-oriented marketing team
- The most comprehensive broker training program in the grocery industry
- Daily store level merchandising support
- State of the art in-store reporting systems
- Results oriented sales force
- A 100% increase in our domestic field sales force since November 1982

FLS

François L. Schwarz, Inc.
5505 Gray Street · Tampa · Florida 33609
Phone: (813) 879-8013

New York Office: 500 Fifth Avenue, New York, N.Y. 10110

THE ALA DISTINGUISHED SERVICE AWARD

Background and Purpose

The American Logistics Association each year presents one award to mark distinguished service in the field of military resale and troop subsistence.

The award closely identifies an individual's special combination of qualities of achievement and stature contributed unselfishly to the military resale/troop subsistence industry, *and which focused more on the unique attributes of service essential to this profession.*

Criteria

The ALA Distinguished Service Award is presented to the *individual* deemed by the ALA Board of Directors *to have made during his or her career lasting contributions so truly significant that, in the opinion of the ALA Board, they will influence the cause of military resale and subsistence achievement for all time. Gauged by such a measure, ALA believes the individual will have earned this "distinguished" honor in pursuit of the defense of this country.*

ALA Distinguished Service Award

Award Presentation

The ALA Distinguished Service Award is presented to the recipient at ALA's Annual Convention. It is in the form of a prestigious *permanent* trophy which travels each year with the recipient. The trophy bears the inscription 'ALA Distinguished Service Award' and includes the names of past recipients of the retired ALA Logistician of the Year Award.

1983 Award Recipient

The ALA Distinguished Service Award for 1983 will be presented to Col. William R. Irwin, USMC, Head of the U.S. Marine Corps Exchange Service Branch since September, 1976. Through Col. Irwin's strong leadership and pursuit of excellence, the facilities under his command have employed the talents and capabilities of all industry suppliers, representatives, professional managers and others resulting in the most efficient service to the military patron. These lasting contributions to the cause of military resale and subsistence achievement have strengthened the industry-military partnership and are richly deserving of this honor.

Col. W. R. Irwin, USMC

EVERYBODY LOVES A HERO—

Everybody loves the taste of Carl Buddig.
Carl Buddig is the top-selling brand for smoked, sliced meats. Thin-sliced to be tasty and fresh—from our package to your plate.

Our sales service, distribution network and advertising programs assure you of continued support, and demand.

Anyway you slice it, Buddig means business.

Buddig. Not your ordinary sandwich meat.

SANDWICH!

TURKEY H
CORNE
CHI
PEPPE
BEE
HA
TURKE
PASTRAMI

THE ORIGINAL
Carl Buddig
11914 South Peoria, Chicago, IL 60643

ALA INDUSTRY MEMBERS

(As of August 10, 1983)

How to use this directory:

This directory indicates all ALA Industry members and up to a maximum of four individuals designated by each company as their "umbrella" members. The listings are current as of August 10, 1983.

Because the individuals listed in this directory may not necessarily be located at the listed company's address or telephone number, it is important that reference be made to the **Index to ALA Members** where "umbrella" members, and all other categories of ALA members, are listed. For example, if you wish to contact John Doe of the XYZ Company, but do not find his name listed with the XYZ Company, simply turn to the **Index to ALA Members** and locate his name in the alphabetical sequence. The **Index** will also indicate, where applicable, all ALA Chapter affiliations.

This directory also indicates Supply Bulletin numbers in the 10-500 or 10-600 series, where applicable, for ALA member manufacturers or other suppliers. The numbers are shown as "SB 5-000" or "SB 6-000" with the last three digits being the manufacturer's assigned Brand Name Contract identification number for that series. Also provided is a brief description of the capabilities and/or resale activities of ALA Industry Members.

NOTE: Company Voting Member is shown in italics.

A

A & W BEVERAGES, INC.
1271 Avenue of the Americas
New York, NY 10020
(212) 307-2000
Pat Wilburn
M.L. Lowenkron
William Whitner
Michael Weinstein
Distributor of A & W Root Beer and Sugar Free A & W Root Beer to military commissaries and exchanges worldwide.

GEORGE E. ABBOTT & CO., INC.
92 W. Main Street
Chester, CT 06412
(203) 526-9531
Allen Abbott
Richard Pettit
William Reed
Harold Whitaker
Manufacturers' representatives for U.S. military commissaries and exchanges on a worldwide basis for a limited number of nationally known brand name manufacturers.

SY ABZUG & CO.
P.O. Box 1768
Rockville, MD 20850
(301) 983-0090
Sy Abzug
Peter Abzug
Richard Nakielny
Military broker for perishable and nonperishable foods in military commissaries and exchanges worldwide.

ACOUSTIC RESEARCH
10 American Drive
Norwood, MA 02062
(617) 769-4200
Dan McGrath
Manufacturer of Hi Fi loudspeakers.

ADMIRAL EXCHANGE COMPANY, INC.
1443 Union Street
P.O. Box 81507
San Diego, CA 92138
(619) 239-2165
Dean L. Edwards
Manufacturer's representative for diversified lines: household perishable/non-perishable products for resale in exchanges in Alaska, Western U.S., Hawaii, Far East, and Pacific Fleet ships afloat.

ADOLPH COORS COMPANY
15165 W. 44th Avenue
Golden, CO 80401
(303) 277-5375
Lloyd Asikainen
Chuck Garner
Distributor of Coors Premium, Coors Light, Herman Josephs, George Killian's (Irish Red) to military commissaries and exchanges in a 20 state market area.

AIRWAY INDUSTRIES, INC.
Airway Park
Ellwood City, PA 16117
(412) 752-0012
R.A. Rubeis
Jay H. Weiner
William Wilhoit
Manufacturer of luggage, brief cases, attaches and business cases.

AIRWICK CONSUMER PRODUCTS DIVISION
Airwick Industries, Inc.
380 North Street
Teterboro, NJ 07608
(201) 933-8200
Alfred Wengert
A. D'Imperio
Manufacturer of high quality air fresheners, rug and room deodorizers, rug and upholstery cleaners, scouring products, and a drain opener.
SB 5-170

AKM DISTRIBUTING COMPANY
10790 N. Stemmons Freeway
P.O. Box 20762
Dallas, TX 75220
(214) 350-7814
Ken McLellan
Linda Ilves
Manufacturers of health and beauty aids, vitamins, nutritional supplements and various HBA products. Manufacturers of Hill Country Naturals.
SB 5-471

ALLEN PRODUCTS COMPANY, INC.
P.O. Box 2187
Allentown, PA 18001
(215) 395-3301
Jerry Carlo
Bob Beckwith
Franklin Krum
Linde Roth
Manufacturers of ALPO and ALAMO DRY dog food, and LIVA-SNAPS treats for dogs, made available for resale in commissaries and exchanges worldwide.
SB 5-112

ALLERGAN PHARMACEUTICALS, INC.
2525 Dupont Drive
Irvine, CA 92713
(714) 752-4500
Dave Saylor
Rod Leird
Jim Robinson
Gary Wertz
World leader in hard and soft contact lens products and eye care needs. Also available are skin care products, sunscreens, shampoos and moisturizers.
SB 5-634

AMERICAN BELL
1225 Jefferson Davis Hwy.
Arlington, VA 22202
(703) 553-7734
Wendy Walters
Mike Bartley
Ken Shelton
Russell Bass

AMERICAN CYANAMID MILITARY CONSUMER PRODUCTS GROUP
One Cyanamid Plaza
Wayne, NJ 07470
(201) 831-4511
James N. Anagnost
Anthony Giantomas
J. Fred Pace
Donald Sowder
Representing Shulton men's and women's fragrances and toiletries. Jacqueline Cochran men's and women's fine fragrances. Household Products. Pine-Sol All Purpose Liquid Cleaner. Lederle Laboratories-Vitamins.
SB 5-359; 5-465

AMERICAN GREETINGS CORPORATION
10500 American Road
Cleveland, OH 44136
(216) 252-7300
Richard Schulte
J.W. Gorda
Jack Pvoss

AMERICAN HEALTH AND BEAUTY AIDS INSTITUTE
211 E. Ocean Blvd.
Suite 200-32
Long Beach, CA 90802
(213) 434-5781
Michael Payne
James Hunter
Lafayette Jones
A trade association composed of firms that manufacture and market ethnic health and beauty aid products in both the civilian and military markets.

AMERICAN HOME FOODS
685 Third Avenue
New York, NY 10017
(212) 878-6358
Tony Paterna
Donn Robbins
Bruce D. Spiro
SB 5-005; 5-176

AMERICAN PACIFIC TRANSPORT COMPANY
2635 Waiwai Loop
Honolulu, HI 96819
(808) 836-1151
Robert E. Lewis
Craig P. Findeisen
Harry K. Yamada
Miriam S. Zakahi

AMERICAN SAFETY RAZOR CO.
P.O. Box 500
Staunton, VA 24401
(703) 248-8000
Paul D. Flores
William Robbins
Blade Division: Personna, Gem, Flicker, Shower Shaver, Everready, PFB, Speakeasy. Confectionery Division: Schrafft's, Bartons, Pangburns.
SB 5-587

AMERICAN TOBACCO COMPANY
1904 Byrd Avenue #108
Richmond, VA 23230
(212) 557-7000
C.E. Henderson
C.H. Mullen
A.J. Sosa
J.H. Wells
Manufacturers of tobacco products: cigarettes, cigars and smoking tobacco.
SB 5-006

AMERICAN VITAMIN COMPANY
Box 4000
Carlsbad, CA 92008
(714) 438-4500
Max Leichtag
David Jannsen
A division of M.D. Pharmaceutical; third largest privately owned generic drug manufacturer in the U.S. Manufactures vitamins as prescription drugs.
SB 5-499

ANHEUSER-BUSCH INTERNATIONAL, INC.
2800 South Ninth Street
St. Louis, MO 63118
(314) 577-2000
Thomas Doherty
Terry McAuley
Thomas L. Moore
Gary Sparber
Providing the finest quality brews supported by the most extensive advertising program in the industry: Budweiser, Michelob, Busch, Budweiser Light, Michelob Light and Natural Light.

ANSTAR-SALES & MARKETING SERVICES
8655 E. Via de Ventura, F217
Scottsdale, AZ 85258
(602) 991-7564
William D. Anderson
Dennis K. Stewart
Offering full marketing and sales management services to those manufacturers interested in developing their military resale market. Total management or customized services are available.

ARMED FORCES MARKETING COUNCIL
1750 New York Avenue N.W., #340
Washington, D.C. 20006
(202) 783-8228
George R. Rowan
Rita S. Walters
A league of business firms supplying brand name consumer products to the military resale systems.

ARMOR ALL PRODUCTS
P.O. Box 19039
17755 Sky Park East
Irvine, CA 92713
(714) 549-2200
(800) 854-3685
Andy Lynn
ARMOR ALL PROTECTANT—protects/beautifies rubber, leather, vinyl, plastic, wood—all polymer surfaces. ARMOR ALL CLEANER—multi-purpose, non-corrosive.
SB 5-324

ARMOUR-DIAL COMPANY
111 West Clarendon Avenue
Phoenix, AZ 85077
(602) 248-5159
Pat Irwin
Allen R. Debott
Manufacturer of DIAL, TONE and LIQUA-4 soaps; DIAL toiletries, PARSONS ammonia; and ARMOUR canned meats, made available for resale in commissaries and exchanges worldwide.
SB 5-020

ARMOUR FOOD COMPANY
Greyhound Tower #1008
Phoenix, AZ 85077
(602) 248-5246
William Keenan
Robert Dobbins
R.L. Kluttz
Leading processor of ARMOUR STAR/GOLDEN STAR products: hot dogs, bacon, canned hams, boneless hams, dry sausage, cheeses and others for commissaries/exchanges/clubs worldwide.
SB 5-107; 5-818

ARMY TIMES PUBLISHING CO.
475 School St., N.W.
Washington, D.C. 20024
(202) 554-7231
John C. McCarney
S.C. Parojinog
Vince Santoro
Grant Varga
Publishes three weekly newspapers for the military: Army, Navy and Air Force Times serving as an unofficial source of information affecting the services and their families.

ARTEX MANUFACTURING COMPANY, INC.
7600 Wedd
Freeway Industrial Park
Overland Park, KS 66204
(913) 631-4040
Ron J. Couey
Neal Kabler
John Stephens
Roger Peters
Prime source suppliers/manufacturers of custom designed imprinted action wear jerseys, t-shirts, jackets, caps and fleecewear for adults and children. Catalogs are free.

ASSOCIATED BRANDS INTERNATIONAL INC.
G.P.O. Box 13442
Causeway Bay
Hong Kong
Tel: Hong Kong 875631
William P. Hirsch
We are manufacturers representatives for USA & Foreign merchandise to the U.S. Forces-Far East. Lines include Foodstuffs, Wines & Spirits, Club Supplies & Equipment.

ASSOCIATED GROCERS OF COLORADO
5151 Bannock
P.O. Box 5528 T.A.
Denver, CO 80217
(303) 292-1155
W.E. Pascoe
Vern Nelms
Distributors to the military commissaries and exchanges of the following: Grocery, Health & Beauty Aids, Non-Foods, Dairy, Produce, Frozen Items and Meat.

AT & T
4th Floor
1120 20th Street, N.W.
Washington, D.C. 20036
(202) 457-3787
Gail Azaroff
Markets such services as Message Telecommunications Service, Dataphone Digital Service, Wide Area Telecommunications Services, 800 Toll-Free Service, and value-added applications such as Teleconferencing, Telemarketing, Telepromotions and Teletraining.

AUDIOVOX CORPORATION
185 New Boston Street
Woburn, MA 01801-6526
(617) 935-8550
Ralph J. Etna (09)
Paul LeBlanc (09)
Serving all Military sectors as a manufacturer and distributor of automotive sound systems as well as both corded and portable telephones.

B

PAUL BAKER, INC.
8633 Lee Highway
Fairfax, VA 22031
(703) 560-1687
Iver J. Olsen
A snack food distributor serving commissaries in the Washington, DC metropolitan area. Store-door delivery of potato chips, pretzels, corn products, nuts and related items.

BANQUET FOODS CORPORATION
One Banquet Place
P.O. Box 70
Ballwin, MO 63011
(314) 957-4000
Donald Granneman
Joyce Midgett
Becky Walter
SB 5-577

BARNES-HIND/HYDROCURVE
895 Kifer Road
Sunnyvale, CA 94086
(408) 736-5462
Steve Barnett
Leader in hard and soft contact lens solutions. The only company offering Thermal, Chemical and Thimerosal-free soft lens care systems. Solutions or lenses from one company.
SB 5-410

BAUMER FOODS, INC.
4301 Tulane Avenue
New Orleans, LA 70179
(504) 482-5761
Jim Mayer
Alvin Baumer, Jr.
Don Ernest
Walter Sabrier
Manufacturer of sauces, jellies and preserves for resale in military commissaries worldwide.
SB 5-433

LEWIS BEAR COMPANY
4159 West Blount Street
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Pensacola, FL 32522
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Bridget H. Melvin
John Smirniotis, Sr.
Military distribution and sales representing over 150 major manufacturers and food processors specializing in dry groceries, meats, refrigerated foods, frozen foods, beverages and general merchandise.

BEECHAM PRODUCTS DIVISION OF BEECHAM, INC.
600 North Bell Avenue
Suite 220
Carnegie, PA 15106-1899
(412) 279-5121
John Z. Wilson
Robert M. Lancaster
Manufactures HABA/household products: toothpastes, feminine hygiene products, throat and cough lozenges, men's hairdressings, bath products, dryer softeners, dishwasher compound and water softeners.
SB 5-446

BENCHELEY TEAS DIV. OF PREMIUM COFFEE
514-16 Bay Avenue
Pt. Pleasant Beach, NJ 08742
(201) 899-9268
L. Gary Shafto
Shirley L. Goldberg
Sol Rockower
Decaffeinated/Regular Orange Pekoe and Pekoe Cut Black Teas. Unflavored/Natural Flavored imported Teas. PREMIUM COFFEE: Regular/Decaffeinated imported fresh roasted coffee beans; regular/natural flavors. Also Decaffeinated Water Process*.

BENDE & SONS, INC.
180 Autumn Street
Passaic, NJ 07055
(201) 777-8700
(TLX) TWX No. 710-989-7063
BENDECLIF
A. Bende
M. Bende
Manufacturers of uniform insignia and uniform accessories. All types of products worn on or with the uniforms.

BEST FOODS, UNIT OF CPC/NORTH AMERICA
P.O. Box 8000
International Plaza
Englewood Cliffs, NJ 07632
Robert L. Riebow
Best Foods, a Unit of CPC International Inc., processor of grocery and institutional food and household products in worldwide distribution.
SB 5-011

BEVERAGES, FOODS AND SERVICE INDUSTRIES, INC.
Subsidiary of Pepsico, Inc.
5310 Harvest Hill Road
Suite 255, Box 137
Dallas, Texas 75230
(214) 934-1008
John Meckler
René T. Junco
Manufacturers and distributors of canned PEPSI COLA, DIET PEPSI, MOUNTAIN DEW, PEPSI FREE AND SUGAR FREE PEPSI FREE for resale in all overseas military exchanges and commissaries.
SB 6-047

BIRTCHERD DAIRY, INC.
1600 Monticello Avenue
Norfolk, VA 23501
(804) 622-6501
Gordon Ward
Eugene Dillon
Joseph Hughes
William Reese
Process/distribute full line of dairy products for commissary resale and general mess fulfillment. Serving military in North Carolina and Virginia for 35 years.

BISEK & COMPANY, INC.
P.O. Box 5387
Virginia Beach, VA 23455
(804) 460-0968
Walter Bisek
Craig Bisek
Manufacturer's representative of food and household products for resale in military commissaries and exchanges worldwide.

BLACK & DECKER (U.S.), INC.
701 East Joppa Road
Towson, MD 21204
(301) 828-2831
Richard J. MacDonald
Billy Dean Davis
Allan Lai
Doris R. Thompson
Manufacturer of power tools for resale to military commissaries and exchanges.

BLUEBIRD DISTRIBUTING, CO.
1554A Juliesse Avenue
Sacramento, CA 95815
(916) 920-4643
Gordon "Rex" Rechcygl
Distributor of food products: McCormick Shilling, Sunshine Biscuits, Shasta Beverages, Presto Bags, Revlon Hair Care, etc. to military commissaries and exchanges in the U.S.

BORDEN, INC.
180 East Broad Street
Columbus, OH 43215
(614) 225-4897
Al N. Vogler
Frank Forrestal
John Goulding
Don Preston
Offers refrigerated cheeses, grocery, confection and related products for resale in military-commissaries and exchanges worldwide.
SB 5-128; 5-455

BOSE CORPORATION
100 The Mountain Road
Framingham, MA 01701
(617) 879-7330
Ron Havercamp
George Jenkins
Jerry Pine
Manufacturer of Bose Direct Reflecting Loud Speakers for homes, cars and professional sound reinforcement equipment, supported by a worldwide military factory sales-service organization.

BOUDREAUX DISTRIBUTING COMPANY
220 North 47th Avenue
Phoenix, AZ 85043
(602) 269-5786
Pat Boudreaux
Full service military distributor to the military resale market for 10 years in Arizona; handle complete lines of dry, frozen and chilled products.

BROWN & WILLIAMSON INTERNATIONAL TOBACCO
3000 First National Tower
Louisville, KY 40202
(502) 566-1000
J.R. Anders
Al Rozek
D.M. Swanson
W.B. Wrenn
Manufacturer of tobacco products to U.S. Armed Forces Worldwide.
SB 5-057

BROWN-FORMAN INTERNATIONAL, LTD.
P.O. Box 1080
Louisville, KY 40201-1080
(502) 585-1100
Karl E. Haehn
Julius Roso

CARL BUDDIG AND COMPANY
11914 South Peoria Street
Chicago, IL 60643
(312) 468-0900
Thomas R. Buddig
Barb J. Rapchak
Nation's leading manufacturer of smoked sliced meats: Beef, Ham, Turkey, Chicken, Pastrami & Corned Beef, 2½ oz., 4 oz. available. Old Wisconsin Sausage & Fat Freddie snacks.

BUDD STEELE COMPANY
P.O. Box 51424
212 3rd Street North
Jacksonville Beach, FL 32250
(904) 246-8211
Burton Budd Steele
Manufacturing Representative for uniform shirts and trousers; vitamins and other miscellaneous items for resale in Military Exchanges in Southeast U.S.

BUITONI FOODS CORPORATION
450 Huyler Street
South Hackensack, NJ 07604
(201) 440-8000
Anthony Harper
Manufacturer of pasta, canned prepared foods, jarred sauces and frozen Italian specialities.
SB 5-464

BUNDY VITAMIN COMPANY, INC.
33081 Camino Capistrano
San Juan Capistrano, CA 92675
(714) 493-0116
Gordon D. Bundy
Michael R. White
Complete line of vitamins and dietary supplements sold for past 11 years to commissaries and exchanges thru worldwide network of brokers and distributors.
SB 5-570

BURKE DISTRIBUTING CO., INC.
P.O. Box 98748
Tacoma, WA 98498
(206) 584-9185
Kelly Burke
Kevin Burke
Distributor of Dry/Perishable/Frozen Foods and Non-Foods to Commissaries and Exchanges in the Pacific Northwest and Alaska.

BURLINGTON INDUSTRIES
1345 Avenue of the Americas
New York, NY 10105
(212) 6[illegible]-3000
Sam Ledwith
Manufacturer of fine bed linens, matching accessories and towels for resale in Military exchanges worldwide.

BUTCHER BOY FOOD PRODUCTS, INC.
P.O. Box 5647
Riverside, CA 92517
(714) 686-6915
Greg Huebner
Dean Finnegan
M. Gale Fox
Manufacturer of frozen Mexican products, including burritos, enchiladas, tamales and tortillas for resale in military commissaries and exchanges worldwide.
SB 5-072

C

C & P TELEPHONE COMPANY
1600 Wilson Boulevard
Arlington, VA 22209
(703) 974-2234
Mike Tillman
Bob Guest
Design of voice and data communications systems to address operational problems in the military retail environment. We enhance the flow of information through the operational chain of command.

C & S WHOLESALE GROCERS
Ferry Road
Brattleboro, VT 05301
(802) 257-4371
Lester Cohen
Richard Cohen
Perry Jones
Don McGimley
Wholesale distribution for some 50 companies; specialists in delivery of groceries, dairy and frozen foods to all military installations in the Northeast Region.

C&W FROZEN FOODS
(See "California & Washington Company")

CALDWELL/REINGOLD GROUP, INC.
310 Madison Avenue
New York, NY 10017
(212) 953-1675
Harry Reingold
Wallace E. Caldwell
Amy Marks
A full service advertising agency with a particular specialty in the military market. Current accounts include Lever Brothers, Borden Foods.

CALIFORNIA & WASHINGTON CO.
1575 Old Bayshore Highway
Burlingame, CA 94010
(415) 692-4520
Hermann Lehmann
The preferred brand of deluxe frozen vegetables, fruits, and juices; offering products of unsurpassed quality from the fields of California and the Pacific Northwest. C&W: The Hallmark of Hand-picked Quality.
SB 5-287

CALIFORNIA CANNERS AND GROWERS
3100 Ferry Building
San Francisco, CA 94106
(415) 981-0101
John Chapralis
Joe Ayres
Paul McGuinty
Food Co-operative Packing Fruits & Tomatoes.
SB 5-336

CALIFORNIA MILITARY DISTRIBUTORS, INC.
2929 Kansas Avenue
Riverside, CA 92507
(714) 781-1092
William I. Pope
Jose David Cruz, Jr.
Tom Danieis
Ness Escano
Full service military distributors specializing in dry, chill, and frozen products covering all bases in Southern California and Southern Nevada.

CALIFORNIA PACIFIC ASSOCIATES
2131 19th Avenue
San Francisco, CA 94116
(415) 665-2650
Jack F. Pearse
Dominador Abello
Leonard A. DeCola
Bill Fox
Commercial exporters and distributors of various food products to Navy exchanges, military commissaries and military resale activities in the Pacific.
SB 6-038

CAMBRIDGE GROUP OF PRINCETON
105 College Road, East
Princeton, NJ 08540
(609) 452-1500
Harry J. Newman
Consulting group offering management consultation to industries seeking business logistics/Import Export development opportunities World-Wide.

CAMPBELL SOUP
Campbell Place
Camden, NJ 08101
(609) 342-3641
Stuart B. Clark, Jr.
Charles D. Edgerton
Wilbert Kreml
John C. Shimer
Manufacturer of food products: soups, beans, canned pasta, vegetable juices, canned meats, spaghetti sauces, frozen dinners, pies, entrees and dessert items to military commissaries and exchanges.
SB 5-009; 5-097

CANADA DRY CORPORATION
100 Park Avenue
New York, NY 10017
(212) 953-5995
Ed Leinweaver
Francis I. Mullin III
Charles A. Thomas
Featuring a full line of first quality carbonated soft drinks and mixers; Ginger Ale, Sugar Free Ginger Ale, Club Soda, Tonic Water, Sugar Free Tonic Water, Barrelhead Rootbeer and flavors.
SB 6-040

CANON U.S.A., INC.
1 Canon Plaza
Lake Success, NY 11042
(516) 488-6700
Ken Mori
Distributor of photo products, video products and business machines for resale in military exchanges in the U.S.

CANTEEN CORPORATION
18900 Susana Rd.
Compton, CA 90221
(213) 774-1000
Robert M. Carter
Neil Huick
James L. Johnson
Joseph H. Mayer

CAPTAIN KEN'S FIREHOUSE BEANS
344 South Robert Street
St. Paul, MN 55107
(612) 298-0071
Jim Tucker
Manufacturer of high quality Frozen Baked Beans and Frozen Chili with Beans. Available for resale in commissaries worldwide.

CARNATION COMPANY
5045 Wilshire Boulevard
Los Angeles, CA 90036
(213) 932-6000
Herbert G. Nyberg
John H. Ewing
Mike Brown
Don Dobie
Carnation Company produces and markets grocery and foodservice products, pet foods, scholastic products, and farm animal and specialty feeds.
SB 5-370; 5-573

CARTER-WALLACE, INC.
Carter Products Division
Half Acre Road
P.O. Box 1
Cranbury, NJ 08512
(609) 655-6000
Paul K. Mohrbacher
Karen Colligan
Rudolph L. Cox
Ted Sheldon
Manufacturer of health and beauty aids, as well as SEA and SKI Suntan Products to be sold worldwide in both Commissaries and Exchanges.
SB 5-251

CASTLE & COOKE FOODS
P.O. Box 3928
San Francisco, CA 94119
(415) 986-3000
Kenneth G. Seeborg
George Martin
Jack Morgan
Dole Pineapple Products, Dole Pineapple Juice, Bumble Bee Seafoods, Figaro Cat Food.
SB 5-421

CENTURY SALES, INC.
8084 Cryden Way
Forestville, MD 20747
(301) 568-9231
Philippe H. Lucier
Charles Labanowski
Distributor and broker of household products and dry food items to military commissaries and exchanges in the U.S.

CHALMERS DISTRIBUTORS, INC.
9227 Billy The Kid Street
El Paso, TX 79907
(915) 858-1053
R.D. (Darrell) Chalmers
Distributor of dry, frozen and chilled food and non-food products exclusively to the military in El Paso and Lubbock, Texas and all New Mexico bases.

CHAMPION PRODUCTS, INC.
3141 Monroe Ave.
Rochester, NY 14618
(716) 385-3200
Frank Masterson
Ray Donnelly
Robert J. Kleps
Al C. Todd
Manufacturers of licensed team sports apparel including NFL-MLB-NBA-NASL merchandise in most size ranges.

CHESEBROUGH-POND'S, INC.
33 Benedict Place
Greenwich, CT 06830
(203) 661-2000
Carl D. Ward
Robert G. Fogel
Teresa Grigg
Margaret McPartland
Manufacturer/marketer of brand name products: RAGU, HEALTH-TEX, BASS, POND'S, ADOLPH'S, CUTEX, INTENSIVE CARE, PRINCE MATCHABELLI, Q-TIPS, AZIZA, RAVE, PRINCE, VASELINE, BARE TRAPS and PERTUSSIN.
SB 5-321

CITRUS CENTRAL, INC.
P.O. Box 17774
Orlando, FL 32860
(305) 889-4101
Paul Kastl
Major Florida firm responsible for marketing its owner/members' frozen, canned citrus and other juices: NATURAL SUN, GOLDEN GEM and SUNBRIGHT brands, plus private labels.
SB 5-188; 5-507

COCA-COLA BOTTLING COMPANY
415 West Pikes Peak Avenue
Colorado Springs, CO 80905
(303) 633-2653
Louis LeCouris
Randy Allen
David B. Bean
Manufactures bottles and distributes to military commissaries and exchanges in Colorado Springs, CO.

COCA-COLA COMPANY
P.O. Drawer 1734
Atlanta, GA 30301
(404) 898-3347
Joseph H. Marshburn, Jr.
Neil Booth
Claude Crommelin
P. James McNeill
Coca-Cola Bottlers, Coca-Cola USA, and the Coca-Cola Export Corp. provide packaged soft drinks and syrups to military installations around the world.
SB 5-260

COCA-COLA COMPANY FOODS DIVISION
P.O. Box 2079
Houston, TX 77001
(713) 868-8100
Dudley Jones
George Andrews
G. Milt Dann
John Lesselyong
Manufactures and distributes leading brand name frozen/chilled juices, canned/package fruit drinks, and coffee products. Additionally, offers exclusive, military only Hostess Brand coffee/tea products.
SB 5-241; 5-260

COIN ACCEPTORS, INC.
4946 Daggett Avenue
St. Louis, MO 63110
(314) 664-5550
William Johnson
Bob Smith
Louis DiMonda
Jim Douglass
Coin handling equipment and vending machine conversion kits. To include coin changers, video game doors and timing boxes for military use.

COLGATE-PALMOLIVE COMPANY
300 Park Avenue
New York, NY 10022
(212) 310-2990
Patrick F. Manzione
L. Karl Hollering
Peter J. Meechan
Nicholas Scuderi
Manufactures and supplies brand name household and personal care products including detergents, cleansers, soap products and oral care products including toothpaste.
SB 5-124

COLONIAL BEEF COMPANY
Food Distribution Center
Philadelphia, PA 19148
(215) 467-0900
Sid Waxman
Lou Waxman
Specialists in U.S. Choice Steaks, Chops Steaks, Chops, Cutlets, for Clubs, Troop Feeding, Exchanges, and Comstores.
SB 5-429

CONSOLIDATED CIGAR COMPANY
One Gulf and Western Center
Philadelphia, PA 19148
(212) 333-3400
Lewis B. Myers
Manufacturer of Dutch Masters, El Producto and Muriel cigars to military commissaries and exchanges worldwide.
SB 6-011

CONTINENTAL MILITARY MARKETING, INC.
P.O. Box 6046
Federal Way, WA 98003
(206) 952-7720
Paul J. Kelley
Jack Gardner
Clarence Hedden
Carl Cash
CONTINENTAL COUNTRY—FROM THE MISSISSIPPI TO CALIFORNIA, ALASKA, HAWAII AND FAR EAST. EXPERIENCE IS OUR TRADEMARK. SPECIALIZED IN MILITARY SALES, MARKETING AND MERCHANDISING SERVICES. THE MILITARY IS OUR ONLY BUSINESS.

CORNING GLASS WORKS
100 First City Bank Center
Suite #703
Richardson, TX 75080
(214) 690-8828
Henry McQueeney
Furnishes Pyrex Ware, Corning Ware products, Corelle and Cornerstone collection for military resale.

CREIGHTON SHIRTMAKERS, INC.
P.O. Box 1797
Reidsville, NC 27320
(919) 349-8275
Albert C. Cohen
Michael Chilton
Manufacturers of uniform shirts, trousers, windbreakers and related items for all military services. Dealing with nations throughout the entire world.

A.T. CROSS COMPANY
One Albion Road
Lincoln, RI 02865
(401) 333-1200
Neil Kiely
Lynn M. Black
Larry Gannon
Dick Rizzo
Manufacturing fine quality writing instruments and desk sets. Ball point pens, mechanical pencils and porous point pens available in chrome, classic Black, gold filled and sterling.

CROWN ZELLERBACH CORPORATION
One Bush Street
San Francisco, CA 94104
(415) 951-5404
Matthew J. Denardo
Fred C. Chace
Frank Visnyai
Jim Withrow
Paper products manufacturer: toilet tissue, towels, napkins, facial tissue, waxed paper and lunch bags under trade names NICE AND SOFT, ZEE, SPILL-MATE and CHIFFON.
SB 5-148

D

M.J. DANIEL COMPANY
3210 Beltline Road, Suite 140
Dallas, TX 75234
(214) 620-2222
Michael Daniel
Rich Levy
Ron Roberts
Specialist in hardlines (i.e. Toys, Housewares, Electronics, Hardware, Automotive, Outdoor Living, Jewelry & Stationery) providing worldwide sales and service to all Military Resale Systems.

N. DeFILIPPES CORPORATION
420 Lexington Avenue
New York, NY 10017
(212) 697-8185
Del Stella
Seymour Baum
Warren B. Bradbury, Jr.
The N. DeFilippes Corporation is U.S. national advertising representative for AFN TV-GUIDE, SPORT Overseas Military Edition, KOREA TV-Guide and 180 Base Papers.

DEL MONTE CORPORATION
One Market Plaza
P.O. Box 3575
San Francisco, CA 94119
(415) 442-4000
Edward W. McArthur
Joel Fiegenschue
Timothy W. Hayes
Kenneth W. Hodges
Del Monte Brand Canned Fruits, Vegetables, Tomato Products, Dried Fruit, Juices and Juice Drinks; Hawaiian Punch Drinks/Drink Mix; Morton, Patio, Chun King, and Hawaiian Punch Frozen Products.
SB 5-294; 5-374

DEVON INTERNATIONAL SALES CO.
4651 S. Westmoreland #117
Dallas, TX 75237
(214) 339-9371
Phillip Menteer
Paul R. Davis
Harlow D. Hart, Sr.
James R. Williams
Representative of consumer products to the exchange market. Affiliated with W.D. Warren Company, Frankfurt, covering U.S. and NATO retail activities plus distributor of recorded music.

DONALD W. DICKERSON, INC.
P.O. Box 6-3600 El Dorado
Panama, Republic of Panama
Debora Dickerson Canavaggio
Patrick Canavaggio
Enrique Castrellón
Rachel E. Dickerson
Brokers for military commissaries, exchanges and other military installations in Panama.

DIXON MARKETING, INC.
501 Center Boulevard
P.O. Box 1618
Kinston, NC 28501
(919) 522-2022
Virgil H. Dixon
Garland H. Hendricks
Leo Lee
Laura Dixon
Full-service manufacturer's representative firm, with over 200 employees, offering complete coverage of both the commissary and exchange systems worldwide.

DON-RON COMPANY
P.O. Box 363
Erwin, NC 28339
(919) 897-5542
Donald S. Davis
Shelton Beasley
Ron Davis
Marvin Johnson
Concentrated brokerage coverage (East Coast) focusing on Military Market, representing quality Manufacturers. "Communication, Co-ordination, Co-operation, Courtesy . . . Building sales & service with a Positive Mental Attitude Sales Force!"

DOW CHEMICAL U.S.A.
P.O. Box 68511
Indianapolis, IN 46268
(317) 873-7370
Roland J. Preuss
Dean Drewyer
Tim Riley
Werner Thomisser
The DOW CHEMICAL COMPANY, Consumer Products Department, offers: Plastic Wraps/Bags for food protection (ZIPLOC, SARAN WRAP, HANDI WRAP); Dow household cleaners; DOWGARD antifreeze.
SB 5-363

DR. PEPPER COMPANY
P.O. Box 225086
Dallas, TX 75265
(214) 824-0331
K.P. Couvillion
John Briggman
Chuck Dooly
H. Joachim Pfau
Manufacturer of soft drinks to military commissaries and exchanges worldwide.
SB 6-010

DUFFY-MOTT COMPANY, INC.
370 Lexington Avenue
New York, NY 10017
(212) 953-5852
William T. Sanders
Robert A. McGirr
Clayton L. Thompson
Robert C. Zapletal
MANUFACTURERS OF MOTT'S APPLE SAUCE, APPLE JUICE, MOTT'S NATURAL STYLE APPLE SAUCE, APPLE JUICE, CLAMATO, BEEFAMATO, GRANDMA'S MOLASSES, AND SUPER MOTT PRUNE JUICE.
SB 5-341

DUNHAM & SMITH AGENCIES, INC.
39 Lewis Street
Greenwich, CT 06830
(203) 869-7300
Richard A. Rist
William C. Keeley
Edward A. Ruddick
Robert E. Wright
DUNHAM & SMITH AGENCIES, INC.—Worldwide military sales representatives to military commissaries, exchanges and clubs.

DURKEE FAMOUS FOODS
24600 Center Ridge Road
Westlake, OH 44145
(216) 344-8000
C.R. Woodruff
J.J. Appleby
Lou Rich, Jr.
Spices, extracts, dry sauce/gravy mixes, coconut, potato sticks, french fried onions, BBQ sauce, hot sauce, canned fish, olives, maraschino cherries, cocktail onions, cake decorations.
SB 5-040

DYKSTRA SALES
5575 Logan Street
Denver, CO 80216
(303) 892-7970
Ron Waits
Full service organization specializing in frozen, chilled and dry goods made available for resale in three Rocky Mountain states.

E

EARLY CALIFORNIA FOODS, INC.
10906 Wilshire Blvd. #500
Los Angeles, CA 90024
(213) 879-1480
L. James Amthor
Manufacturer of olives (Spanish and California), bar supplies, mayonnaise, salad dressing and wine to military commissaries and exchanges worldwide.
SB 5-390

EASTMAN KODAK COMPANY
343 State Street
Rochester, NY 14650
(716) 724-4104
Peter D. Smith
Frank J. Carnevale
Hugh J. Reinhard
Mary S. Smith
Kodak products for resale are: cameras, projectors, black-and-white and color films, processing mailers and services.

ECONOMICS LABORATORY, INC.
Four Corporate Park Drive
White Plains, NY 10604
(914) 694-8626
Michael Pedreira
Manufacturer of automatic dishwasher detergents, rinse additives, fabric softeners, coffee maker filters/cleaners, rust/mildew cleaners, liquid soaps sold in commissaries/exchanges worldwide.
SB 5-313

EHRLICH FOODS
5222 Monroe Place
Hyattsville, MD 20781
(301) 277-1072
Erma M. White
Martin Ehrlich
Full service military distribution. Warehousing product. In-store merchandisers to assist broker/manufacturer in setting-up displays and all details relative to sound product merchandising.

ELIZABETH ARDEN, INC.
Park Avenue Plaza
55 East 52nd Street
New York, NY 10055-0191
(212) 407-1136
Joan U. Jealous
Manufacturer of cosmetics and fragrances for resale to Exchanges worldwide.

L.J. ELKIN, INC.
1955 Center
Novato, CA 94947
(415) 897-9688
Lauren Elkin
Lauren N. Elkin III
Ralph Finley
Joe Woychak
A Professional, Full Service Regional Broker calling on the West and Far East Commissary Market since 1960. Limited client portfolio ensures full line coverage.

EMBORG FOODS GmbH
Daimlerstrasse 3
6374 Steinbach
TS-Frankfurt-Main
West Germany
Rene G. Hintjens
John M. Munoz

EMCO SALES CO., INC.
Woodbury Bldg. Box B
Hampton, NH 03842
(603) 926-8761
Michael E. Difilippo, Jr.
Deborah A. Lane
Patricia A. Rush
Military broker servicing commissaries and exchanges.

EURPAC SERVICE, INC.
170 Mason Street
P.O. Box 787
Greenwich, CT 06830
(203) 622-8400
J. Anthony Fulton
A.I. Austin
Louis Kelly
Milt Kyle
Representing manufacturers through three sales forces who provide sales and service to the military exchanges, commissaries, overseas and, ships afloat worldwide.

EXCHANGE & COMMISSARY SALES, INC.
3872 San Jose Park Drive
Jacksonville, FL 32217
(904) 731-8500
Keith Kaczorowski
Ed Glover
Harvey Sussman
Provides comprehensive sales, marketing and consulting services to manufacturers desiring to increase their market share of the worldwide military resale system.

EXECUTIVE BUSINESS MEDIA
Box 1500
Westbury, NY 11590
(516) 334-3030
Murry Greenwald
Dave Garlock
Joe Haik
Publishers, Advertising Representatives. Trade: Exchange & Commissary News, Club & Food Service. Consumer: Europe, R&R; Shoppers Biweekly News; Overseas! Far East, Okinawa Today. Conus, 180 Military Base Newspapers; In-Store Flyers.

F

FABERGE, INC.
1345 Avenue of the Americas
New York, NY 10105
(212) 581-3500
W. Ernest Rich
Manufacturer of fragrances, health and beauty aids, shampoos, hair spray and hair care items to the Veterans Administration and military commissaries and exchanges worldwide.
SB 5-197

FAMILY MAGAZINE
9 East 41st Street
New York, NY 10017
(212) 661-6550
Joseph A. Mugnai
Jim Kane
Ed Koch
Robert Niedrich
Publishing exclusively for American military housewives since 1958. Almost 500,000 copies containing military family editorial, advertising and couponing are handed out to commissary shoppers worldwide.

FARMERS' RICE COOPERATIVE
World Trade Center Building
P.O. Box 696
West Sacramento, CA 95691
(916) 371-3100
R.L. Steele
Manufacturer of California Type Rice.
SB 5-487

FEDERATED MILITARY SALES CORPORATION
3025 W. Salt Creek Lane
Arlington Heights, IL 60005
(312) 577-1200
James G. Koczersut
Donald Albrecht
Daxmond Hafertepe
Charles Palmgren
SB 5-625

FIDELITY INC.
No. 3 Embarcadero Center
Suite 2665
San Francisco, CA 94111
(415) 392-2122
William T. Fisher
Sales and distribution within the military market.

FLASH STEAK COMPANY, INC.
7959 Paramount Boulevard
Pico Rivera, CA 90660
(213) 949-2558
Chris M. Sanchez
Distributors of frozen and dry items to military commissaries and exchanges in Southern California.

FLEMING COMPANIES, INC.
Two Townsite Plaza
P.O. Box 1160
Topeka, KS 66601
(913) 233-2898
Bob Pitts
Art Raynie
Bob Shields
Randy Vigallon
Procurement and distribution of meat, produce, frozen foods, dairy/deli, groceries and general merchandise for resale in commissaries in 27 states.

FOOD SERVICE COMPANY WEST FLORIDA, INC.
P.O. Box 4664
Pensacola, FL 32507
(904) 455-2681
Allen F. Evans
David E. Evans
James N. Evans
Fred Rich
Distributors of Dry, Chill, and Frozen products to Commissary Stores and Exchanges in the Maxwell Complex, Montgomery, Ala. and Navy Complex, Pensacola, Fla.

C. FORSTER GmbH
Martin Luther King Strasse 24
Hanau/Main 1
D-6450
West Germany
61-818-1048
Charles J. Forster
Frederick M. Heintz
Jerry H. Huehn
Manufacturers' Representatives.

FOSTER GRANT CORPORATION
289 North Main Street
Leominster, MA 01453
(617) 534-6511
Harvey P. Alstodt
Dennis Walters

FOUR-WAY BROKERAGE CO., INC.
15 Wilcox Street
Suite 204
Castle Rock, CO 80104
(303) 688-6932
Joe Demeuse
Serving the Colorado/Wyoming Commissary needs specializing in meat and cheese packaged items.

R.T. FRENCH COMPANY
1 Mustard Street
P.O. Box 23450
Rochester, NY 14692
(716) 482-8000
J.D. Crowley
W.R. Ausenbaum
R.E. Crosby
A leading food manufacturer represented by Dixon Marketing, selling French's Mustard, Worcestershire Sauce, Instant Potatoes, Spices and Sauce and Gravy Mixes and Brasso Polish.
SB 5-199

FRITO-LAY, INC.
P.O. Box 35034
Dallas, TX 75235
(214) 351-7088
Jim Carter
Guy Duggan
John Patrick
George Wessberg
Manufacturer and marketer of potato chips, corn chips, tortilla chips, cheese flavored puffs, pretzels, crackers, cookies, jerky beef sticks, and specialty snacks for resale in military commissaries and exchanges world-wide.
SB 5-274

FRONT RANGE DISTRIBUTORS
940 Ford Street
Colorado Springs, CO 80915
(303) 574-2823
Richard C. Laraia
Ethan D. Hokit
Pat Hokit
Cheryl A. Laraia
We are a full service Military Distributor of food and non-food products to commissaries in Colorado and Wyoming.

G

GAGLIARDI BROTHERS, INC.
700 North Five Point Road
West Chester, PA 19380
(215) 692-7575
Robert Wetherby
Supplying 100% beef sandwich steaks, special process beefburgers and open-hearth baked sandwich steak rolls for military resale.
SB 5-553

GALLETTI BROTHERS FOODS
1729 E. 21st Street
Los Angeles, CA 90058
(213) 744-1830
Vaughn R. Clark
Al Galletti
Chuck Pope
William L. Pope
A complete line, over seventy varieties of frozen seafoods over wrapped in see-through film. Each tray is prepriced and has UPC Code along with nutritional and cooking information.

T.W. GARNER FOOD CO.
4045 Indiana Avenue
P.O. Box 4150
Winston-Salem, NC 27105
(919) 725-3561
Thad Garner
James Frank
Frank Sherrill
Manufactures complete line of natural jams, jellies, preserves and famous Texas Pete Sauces. World Headquarters: Winston-Salem, NC "Preserving Family tradition for over 50 years."
SB 5-495

GATEWAY MARKETING, INC.
Schlesierstrasse 6
6200 Wiesbaden-Nordenstadt
West Germany
Telex 4 182 431 gtwy d
Tel: 0 61 22/1 50 96
Harrison Aiken
Glen Henry
A. Paezold
Harold E. Poel, Jr.
Manufacturers' Representatives

GENERAL ELECTRIC COMPANY
1285 Boston Avenue
Bridgeport, CT 06602
(203) 382-2465
Harry W. Stinson
John W. Dineen
Walter K. Mahard
Manufacturers of electric housewares, personal care, radio, tape, CB/WT and telephones.
SB 5-475

GENERAL FOODS CORPORATION
250 North Street
White Plains, NY 10625
(914) 355-2500
Jerry S. McDaniel
W.H. Anderson
Stephen D. Cole
Tom Quinn
Manufactured packages convenience food products broken out into seven major categories . . . coffees, breakfast foods, desserts, beverages, frozen goods, pet foods and main meal.
SB 5-058; 5-153

GENERAL MILLS, INC.
P.O. Box 1113
Minneapolis, MN 55440
(612) 540-3139
F. William Kastor
J.M. Gasch
Robert McCartha
C.L. Williams
Grocery Products Sales Division specializes in processed grain products; i.e., family flour, dessert and baking mixes, casseroles, ready-to-eat cereals and instant potato products.
SB 5-050; 5-233

GEORGIA-PACIFIC CORPORATION
Consumer Paper Products Division
320 Post Road
Darien, CT 06820
(203) 655-1100
Eugene C. Kohuth
Edwin W. Eaton
Ray Cibischino
Manufacturer of assorted household paper products including Delta, MD, Hudson and Mr. Big brands.
SB 5-430

GERBER PRODUCTS COMPANY
445 State Street
Fremont, MI 49412
(616) 928-2000
William Yates
Don Beaudoin
Pak Lee
Nick Romano
Full lines of baby food (strained, junior, meat, juice, cereal and bakery) plus general merchandise products (clothing, toys and accessories).
SB 5-109

GILLETTE COMPANY
Prudential Tower/24
Boston, MA 02199
(617) 421-7354
Arthur D. Kiernan
Peter C. Alltop
Kari Grube
Jimmy T. Whitney
Manufacturer of blades, razors, Cricket disposable lighters, deodorants, shaving creams, hair care products and Paper Mate writing instruments to military commissaries and exchanges worldwide.
SB 5-448

GOLDEN FOOD PRODUCTS, INC.
1031 44th Street
Newport News, VA 23606
(804) 244-0131
Irvin Holszwig
David H. Ruben
Frank Ruben
Distributor of L.G. Potato Chips and snacks to commissaries, exchanges and military clubs in the Hampton Roads, VA area.

GOLDEN GRAIN MACARONI CO.
1111-139th Avenue
San Leandro, CA 94578
(415) 357-8400
Donald L. Rittenhouse
Max Boswell
Hank Hartfield
John Palazzo
Manufacturer of Pasta Products, Rice-A-Roni Flavored Rice Mixes, Noodle Dinners, Dried Beans, Rice, Soup Mixes, Ghirardelli Chocolate Products and Vernell's Fine Candies.
SB 5-416

GOODMARK FOODS, INC.
P.O. Box 18300
Raleigh, NC 27619
(919) 872-2880
Bob Stern
Ben Garnto
Kevin Migdal
Bill Widnes
Manufacturer of Snack Food Products: Slim Jims, Pemmican, Penrose, Andy Capp's Grain Snacks to military commissaries, exchanges and ships afloat worldwide.
SB 5-629

GOYA DE PUERTO RICO, INC.
P.O. Box 1467
Baymond, PR 00619
(809) 785-1545
Frank Unanue
Augusto Ledesma

GOYA FOODS, INC.
100 Seaview Drive
Secaucus, NJ 07094
(201) 348-4900
John A. Raimondi
Hispanic foods manufacturer: beans, rice, olives/oil, malta; imported seafoods, Jamaican beverages/foods, spices, nectars, cream of coconut (for Pina Colladas) for military resale worldwide.
SB 5-212

B. GREEN & COMPANY
3601 Washington Boulevard
Baltimore, MD 21227
(301) 247-8300
Hannah Green
David Green
Randolph Winstead
Walter Wolfel
Distributor of dry/perishable/frozen foods to commissaries and exchanges on East Coast. Distribution network extends from NY to FL. Second distribution center NC.

GREEN FOREST VEGETABLE GROWERS
511 East Olympic Blvd.
Los Angeles, CA 90015
(213) 622-2492
Tony S. Guzzetta
Packaged celery hearts in cellophane bags.

GWALTNEY OF SMITHFIELD, LTD.
P.O. Box 489
Smithfield, VA 23430
(804) 357-3131
Billy Redd
Ronnie Brooks
Frank Kutcher
J.C. Watts
Full line processors of fresh, smoked and packaged meats to European commissaries, Army, Air Force and Navy.

H

HAMBERGER ENTERPRISES, INC.
7204 Wimsatt Rd.
Springfield, VA 22151
(703) 941-8818
Arnold Hamberger, Jr.
Steven Hamberger
Kelly Kelley
Mark Klostermeyer
Military Brokers for warehousing and delivery of food products (Monarch Can Foods) to military commissaries and exchanges in the U.S. and Overseas.

HANES GROUP
P.O. Box 2495
Winston-Salem, NC 27102
(919) 725-7283
Cathy Baucom
Fisher Darden
Al Reborche
Carl Stevens
L'EGGS PANTYHOSE and L'ERIN COSMETICS.

HARTZ MOUNTAIN CORPORATION
700 So. Fourth Street
Harrison, NJ 07029
(201) 481-4800
Arthur H. Pym
Manufacturer of pet supplies. Direct and full service available for exchanges. Manufacturer of rug cleaning supplies (carpet magic) including machine rentals.

H.J. HEINZ COMPANY
P.O. Box 57
Pittsburgh, PA 15230
(412) 237-5757
Don L. Ray
Cliff Fredrickson
Albert J. Skorupka
Manufacturers of: Baby Food, Beans, Juices, Entrees, Mustard, Pickles, Relish, Peppers, Sauces, Gravy, Soups, Vinegar, Ketchup, Weight Watchers Products and Alba Brand Products.
SB 5-098

HELENE CURTIS INDUSTRIES, INC.
4401 W. North Avenue
Chicago, IL 60639
(312) 292-2467
George Baltic
Manufacturer of hair care and skin care products for resale in Military Commissaries and Exchanges worldwide.
SB 5-126

HERSHEY CHOCOLATE COMPANY
19 East Chocolate Avenue
Hershey, PA 17033
(717) 534-4200
Christopher J. Coyle
R.G. Allison
H.T. Cook
W.G. Wagner
Manufacturers of Hershey's, Reese's and Y&S Candies branded confectionery and grocery products. Products are available to worldwide commissaries and exchanges.
SB 5-055

J.T. HERVEY & ASSOCIATES, INC.
P.O. Box 76
San Carlos, CA 94070
(415) 574-6021
Jack T. Hervey
Henry N. Duke
Bill G. Kelso
Joanne Miller
A broker for Military Sales in the Western States.

HIGHPLAINS MARKETING SERVICES INC.
P.O. Box 3363
Englewood, CO 80237
(303) 741-0533
Donald Goetz

HILLS BROS. COFFEE, INC.
Two Harrison Street
San Francisco, CA 94119
(415) 546-4600
Jack F. Seibel
Importers, manufacturers and distributors of coffee and related beverage products made available for resale in commissaries, exchanges and for military clubs worldwide.
SB 5-032

HOERTER PROVISION CO., INC.
P.O. Box 37
Swedesboro, NJ 08035
(609) 467-3232
Ronald B. Hoerter
William B. Hoerter
Military only distributor of frozen, chill and grocery items. Central Eastern States. Also public warehousing facilities.

HOLES-WEBWAY CO.
2815 Clearwater Road
St. Cloud, MN 56301
(612) 251-3822
William Holes
Brad Holes
Pat Mitchell
Dean Waibel
Manufacturers of fine quality photograph albums, scrapbooks, address books, diaries and all types of social books. Also available are a full line of licensed character gift and stationery paper products.

H.P. HOOD, INC.
500 Rutherford Avenue
Boston, MA 02129
(617) 242-0600
Donald N. Bailey
Dennis Dennehy
Rosario Salamone
H.P. Hood/Clearfield Cheese, Inc. is a Natural Dairy Foods Company marketing a complete line of refrigerated dairy, juice, cheese and ice cream products.
SB 5-571

GEORGE A. HORMEL & CO.
P.O. Box 800
Austin, MN 55912
(507) 437-5474
R.H. Lommen
Raymond Asp
Jim Hall
Stan Kerber
Meat Packing Plant which distributes meats, canned products and frozen items to military commissaries and exchanges worldwide.
SB 5-084

HUDSON-THOMPSON, INC.
M.O. Carroll Military Sales Div.
P.O. Drawer Q
Montgomery, AL 36196
(205) 288-6250
Ronnie Randolph
John Bloom

DICK HUGHES & CO., INC.
100 Moss Drive
San Antonio, TX 78213
(512) 344-6880
Dick Hughes
Shirley Goodman
Military broker serving commissaries in the South West U.S., Panama and Puerto Rico.

HUNT-WESSON FOODS, INC.
1645 West Valencia Drive
Fullerton, CA 92634-5003
(714) 680-1621
J.D. Cooley
Manufactures and supplies tomato products, cooking oils, salad dressings, fruits and vegetables and other products for military resale.
SB 5-328

N.K. HURST COMPANY
P.O. Box 985
Indianapolis, IN 46206
(317) 634-6425
Needham S. Hurst
Dean A. Broadhead
Richard J. Huntley
W.C. Hurst
Top quality packaged dry beans, peas and lentils. Guaranteed against infestation and breakage. Represented by Francois L. Schwarz, Inc.
SB 5-264

I

IMBA SALES CO.
105 B. South Witchduck Rd.
Suite 357
Virginia Beach, VA 23462
(804) 485-5241
Marvin Kenan
Ray Adams
Nick Nakielny
Regional brokerage organization comprised of independent exclusive military brokers serving all commissaries East of the Mississippi River, with own (and joint IMBA) name items.

INNOVATIVE TIME CORPORATION
6054 Corte del Cedro
Carlsbad, CA 92008
(619) 438-0595
Mary O'Connor
Manufacturer of men's and ladies fashion/sports and electronic digital watches for resale to all military exchanges and ships afloat worldwide.

INTERNATIONAL GREETINGS
1149 Forest East Drive
Stone Mountain, GA 30087
(404) 469-5829
John McManus
Manufacturer of novelty products.

INTERNATIONAL PLAYTEX
700 Fairfield Avenue
Stamford, CT 06904
(203) 356-8042 8043
Milt Galler
William Campbell
Jim Harris
Manufacturers of Danskin bras and panties, Playtex bras and girdles and currently Super Look panties.
SB 5-535

INTERNATIONAL PUBLICATIONS GmbH
199 Darmstadter Landstrasse
D-6000 Frankfurt/Main 70
West Germany
Tel: 611/681010
William I. Norton
Robert E. Beltz
Tony Moore
Publish AFN TV-GUIDE entertainment magazine for American and Canadian Forces in Europe. Published monthly in Germany, Berlin, Italy, Benelux, U.K. BPA-audited circulation: 170,000 copies.

ITT CONTINENTAL BAKING COMPANY, INC.
P.O. Box 731
Halstead Avenue
Rye, NY 10590
(914) 967-4747
Charles D. Watts, Jr.
William K. Bassett
Jack Carter
Robert Wildes
Daily deliveries of fresh Wonder and Home Pride bread/roll products and Hostess Cakes, pies and donuts. Products shipped frozen to overseas military installations.
SB 5-209

J

JAMES RIVER-DIXIE/NORTHERN INC.
P.O. Box 6000-River Park
Norwalk, CT 06856-6000
(203) 854-2407
Robert F. Patrick
Charles Owens
Manufacturer of Consumer Brands-Northern-Brawny-Bolt-Waxtex Wax Paper Dixie Consumer Cups & Plates-Vanity Fair-Blue Ribbon Tissue Products.
SB 5-431

JBL INC.
8500 Balboa Boulevard
Northridge, CA 91329
(213) 893-8411
Loye Bechtold
JBL—Home, Automotive and Professional Loudspeaker Systems.

J.D. INTERNATIONAL
P.O. Box 2817
Springfield, VA 22152
(703) 250-8071
Jim Murphy
Diane Murphy
Food brokers serving the military commissary market specializing in the sale of perishable commodities.

JENO'S, INC.
525 Lake Avenue South
Duluth, MN 55802
(218) 723-5555
Gary Lund
Manufacturers of: Jeno's Frozen Pizza, Jeno's Frozen hot snacks (Pizza Rolls, Egg Rolls, Hors d'oeuvres, Pizza Snack Tray), Jeno's Frozen Italian Entrees, Jeno's Packaged Pizza.
SB 5-300; 5-334

JENSEN SOUND LABORATORIES
International Division of Esmark
4136 N. United Parkway
Schiller Park, IL 60176
(312) 671-5680
Steve Sienicki
Manufactures automotive and home audio products; three additional divisions within Jensen include ADVENT speakers, DISCWASHER record care products and PHASE LINEAR home audio products.

JFC INTERNATIONAL, INC.
501 Forbes Boulevard, Suite 200
So. San Francisco, CA 94080
(415) 871-1660
Vincent Kaleel
Barry Gatrell
Thomas Sugihara
Kaz Takei
The largest importer and distributor of Oriental Foods. Eight branch offices and warehouses throughout the U.S. Some brand names are Dynasty, Wel Pac, Hapi, Kokuho.
SB 5-492

JILLSON DISTRIBUTORS, INC.
8221 Arjons Dr., Suite A
San Diego, CA 92126
(619) 566-8000
James K. Jillson
Fred Jillson
We provide distribution of FROZEN, REFRIGERATED AND DRY GOODS to all Navy, Marine, Army and Air Force stores in Southern California and Las Vegas, Nevada.

JOHNSON & JOHNSON
501 George Street
New Brunswick, NJ 08901
(201) 524-6352
Richard E. Scott
Wayne E. Dorsett
Leonard E. Nangel
John J. Weakley
Leading manufacturer of health and beauty aids, toiletries, analgesics, feminine hygiene products, and child development toys and publications for resale in commissaries and exchanges worldwide.
SB 5-158

C. LLOYD JOHNSON COMPANY, INC.
P.O. Box 9448
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832
C. Lloyd Johnson
Lloyd Johnson
Mike Maraia
Don Nymberg
Offering specialized worldwide sales, marketing and merchandising services for leading manufacturers wishing to do business with Commissaries, Exchanges, and/or Ships Afloat.

JOHNSON BROTHERS DISTRIBUTORS
66 Bonaventura Drive
San Jose, CA 95134
(408) 263-4417
Marvin G. Johnson
Lamaun Johnson
Distributor of deli products (cheeses, margarines, orange juices and other chilled goods), biscuits, and other products sold in commissaries, exchanges and ships afloat worldwide.

S.C. JOHNSON & SON, INC.
1525 Howe Street
Racine, WI 53403
(414) 631-2000
Robert J. Paliani
C.A. Holland
W.H. Koch
R.A. Nielsen
Furniture Polishes, Floor Waxes, Soil/Stain Removers, Fabric Softeners, Air Fresheners, Shampoos, Creme Rinses, Shave Creams, Hand/Body Lotions, Insecticides and Repellants.
SB 5-071

JOAN M. JOHNSON COMPANY
P.O. Box 10400
Honolulu, HI 96816
(808) 373-4533
Maurice A. Johnson
Leonard Gollob
Joan M. Johnson
James G. Stratton
Hawaii area marketing specialists in military and civilian sales. Promotion, merchandising and demonstration services. Consultants and specialists in contracting, shipping, warehousing and inspection problems.

JOHNSON PRODUCTS COMPANY, INC.
8522 South Lafayette Avenue
Chicago, IL 60620
(312) 483-4100
Neal A. Harris, Jr.
Arthur Day
George E. Johnson
Offers relaxers, curl products, conditioners, shampoos and cosmetics for the ethnic consumer.
SB 5-288

K

KAHN'S & COMPANY
3241 Spring Grove Avenue
Cincinnati, OH 45225
(513) 541-4000
Mary E. Kelly
William Geoppinger
Robert Huber
Manufacturer of a complete line of meat products for retail and institutional consumption for military commissaries and exchanges worldwide.
SB 5-079

KAYSER-ROTH MILITARY SERVICE DIVISION
1221 Avenue of the Americas
New York, NY 10020
(212) 536-1119
David Zane
Herbert Kaplan
William Smith
Manufacturer of Interwoven Men's Socks, No Nonsense Panty Hose, Jiffies Slippers-Men's and Ladies, Burlington Hosiery, Men's and Ladies, Levi's Socks-Men's.

JOHN K. KEALY COMPANY
8000 Capwell Drive
Oakland, CA 94621
(415) 562-8136
Michael Kealy
John K. Kealy
Joseph Luczycki
Sam Mirabito
A leading military sales rep. organization since 1946; military sales headquarters in Dallas, offices in San Diego, Honolulu, Norfolk, Munich, and throughout the Pacific.

KEEBLER COMPANY
One Hollow Tree Lane
Elmhurst, IL 60126
(312) 833-2900
Timothy Reichart
Tom Brush
Bill Dierkes
Fred Whitson
"Uncommonly Good" Cookies, Crackers, Ice Cream Cones, Butter Pretzels and Pie-Crusts for Military Patrons of Commissaries, Exchanges and Vending Machines.
SB 5-223

KELLOGG SALES COMPANY
235 Porter Street
Battle Creek, MI 49016
(616) 966-2373
J.W. Brevitz
Joanna Harger
R.W. Taylor
Ready-To-Eat Cereal, Pop-Tarts® Toaster Pastries, Corn Flake Crumbs, Croutettes® and Salada® Tea and Dessert Products.
SB 5-121

KERN FOODS, INC.
13000 East Temple Avenue
City of Industry, CA 91749
(213) 962-5111
Bo Waddel
Richard Kern
Packers of: Tomato Juice, Tomatoes, Catsup, Tomato Sauce, Nectars, Vinegar, Syrup, Preserves & Jellies, Island Punch, Grapefruit Juice. Represented by Continental Military Marketing.
SB 5-474

KEYSTONE FOODS, INC.
63 Wall Street
North East, PA 16428
(814) 725-4584
Kenneth C. Brownlee
Robert Allen
Robert Johnson
Major juice processor: apples, grapes, tomatoes, cranberries, lemons, limes (can or glass); frozen apple and grape juice—resold in commissaries, and for troop subsistence worldwide.

KITCHENS OF SARA LEE
500 Waukegan Road
Deerfield, IL 60015
(312) 945-2525
Raymond T. Pelelas
Manufacturer of frozen baked goods, cakes, rolls, and pies to commissaries, exchanges, clubs, hospitals, troop dining facilities, and other Government activities worldwide.
SB 5-079

K n R SALES COMPANY
1641 Barcelona Street
Livermore, CA 94550
(415) 449-0200
L.K. Rinard
John Cassie
Larry Golf
Nina Rinard
Represents National and Regional food and hardline manufacturers to Commissaries and Exchanges for the Western States, Asia, and European Markets.

KRAFT, INC. (RTL 3N)
Kraft Court
Glenview, IL 60025
(312) 998-3256
Sam Phelps
Gil Carroll
Bob Agramonte
W.A. Rowe
Kraft, Inc. manufactures and markets a wide range of both Retail and Foodservice food products. Major categories: Dairy products, salad products, and includes brands such as Parkay, Philadelphia Cream Cheese, Miracle Whip Salad Dressing.
SB 5-132; 5-481

L

I. LACHMAN AND SONS COMPANY
1425 Fourth Avenue, Suite 403
Seattle, WA 98101
(206) 623-2223
Max Lachman
Importer and manufacturer of diamond jewelry to military commissaries and exchanges worldwide.

LADYCOM MAGAZINE
1732 Wisconsin Ave., N.W.
Washington, D.C. 20007
(202) 944-4000
Edward M. Downey
Jim Clites
Vicki Ohana
George K. Smith

Publishes LADYCOM-the military lifestyle magazine serving the military community. Distributed in commissaries worldwide. Readership of over 1 million exchange and commissary customers.

LAMOUREUX, LTD./DBA WAIKIKI ALOE
2301 Kuhio Avenue
Honolulu, HI 96815
(808) 926-2708
Valerie Lamoureux

Manufacturer of Aloe Cosmetics, Tanning Products, and Hair Care Products. Also Manufacturer of Complete line of Hawaiian fragrances as well as extensive line of Men's and Women's fragrances.

LENOX CHINA, INC.
Old Princeton Pike
Lawrenceville, NJ 08648
(609) 896-2800
Charles Tompkins

Represented by P. Singer Associates. American manufacturers of fine and casual china dinnerware and crystal stemware. Also manufacture ceramic giftware and jewelry, plus crystal giftware and barware.

LEVER BROTHERS COMPANY
390 Park Avenue
New York, NY 10022
(212) 688-6000
Gerald V. Batti
James J. Barone
W.M. Kirkpatrick
Richard H. Schaefer

Manufacturers of household, food and health and beauty aids products sold in Commissaries and Exchanges.

SB 5-030

ALFRED M. LEWIS, INC.
3021 Franklin Avenue
Riverside, CA 92520
(714) 684-0170
Joseph Allen
Sandra Hanson
Dan Norton
Wimpy Williams

Distributor of groceries, frozen food, deli, candy, food service and non-foods to the Military in the Southwestern U.S.A.

LIBBY, MCNEIL & LIBBY, INC.
200 South Michigan Avenue
Chicago, IL 60604
(312) 341-4111
Douglas B. Thornton
L.E. Heurich
R.C. Schwarze

Canned Meats, Salmon, Tomato and Citrus Juices, Nectars, Pumpkin, Ripe Olives, Produce Products (Orange Frost, etc.), Crosse & Blackwell, and Maggi Speciality Products.

SB 5-348

LIGGETT & MYERS TOBACCO COMPANY, INC.
W. Main & Fuller Streets
Durham, NC 27702
(800) 334-0971
(919) 683-9000
P.H. Hunter
Debbie C. Harris

Manufacturer of L&M, Lark, Chesterfield and Eve cigarettes as well as "Class A" brands for Gary Tobacco Company, for resale to worldwide military commissaries/exchanges.

SB 5-174

LINDALE MARKETING LTD.
P.O. Box 59491
Dallas, TX 75229
(214) 241-5598
Byron Gallant

Manufacturers Representatives and Consultants to the Military Market.

THOMAS J. LIPTON, INC.
800 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-8000
Vincent C. Lefante
James D. Dunn
Thomas C. Ivey
R.F. Milliner

Manufacturer of Package Tea, Tea Bags, Instant Tea, Iced Tea Mix, Soup, Instant Soup, Salad Dressing, Noodles and Gelatine products for Commissaries and Exchanges worldwide.

SB 5-135

M. LOEB/TIDEWATER WHOLESALE GROCERY CO., INC.
1400 Cavalier Boulevard
P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586
John Lazzari
Steven Detwiler
Neil Larson
Hank Sheffer

Professional distributor of grocery and perishable products in southern Virginia, North Carolina and overseas. Offers complete shelf stocking, display building and order writing services.

L'OREAL
530 Fifth Avenue
New York, NY 10036
(212) 556-3137
Robert Smalkin
Arne Zimmerman

Manufacturers of cosmetics, plus haircolor & haircare products including nail accents, lip accents, eye accents, Preference Haircolor, Excellence Haircolor, UltraRich Shampoo & Conditioner, Preference Shampoo, etc.

SB 5-418

LORILLARD
666 Fifth Avenue
New York, NY 10103
(212) 841-8500
J.R. Slater
Ray Diaz
Bill Shaw
Alice Skinner

Manufacturer of tobacco products: cigarettes, chewing tobacco and cigars to military commissaries and exchanges in 50 states.

SB 5-103

LOYAL TRADING INTERNATIONAL LTD.
507 Dragon Seed Building
39, Queen's Road C.
Hong Kong, B.C.C.
H-225492 (Hong Kong local)
Roy H. Scott
Leonard A. DeCola
David M. Siedenburg
Pedro N. Solano

LYKES PASCO PACKING COMPANY
P.O. Box 97
Dade City, FL 33525
(800) 342-9076 (FL)
(800) 874-9061 (out of state)
Fred Godfrey
A.B. Agliano
Jim Courier
Jim Smith

Worldwide distribution of quality competitively priced products: frozen and ready-to-serve (chilled) orange and grapefruit juice, lemonade, apple, grape and fruit punch.

SB 5-554

M

M&M/MARS
High Street
Hackettstown, NJ 07840
(201) 852-1000
James Finelli
John Feuling
Gary Garrett

Leaders in Quality and Value of confectionary snack foods such as: MILKYWAY Bar, SNICKERS Bar, 3 MUSKETEERS Bar, MARS Bar, "M&M's" Chocolate Candies, TWIC and SUMMIT Cookie Bars.

SB 5-069

M&M PRODUCTS COMPANY
P.O. Box 16549
Atlanta, GA 30321
(404) 768-2941
Fred Terrell

Manufacturer of hair care products: shampoo, conditioners, hair oils, hair spray and Soft & Free Curl Kit to military commissaries and exchanges worldwide.

SB 5-636

MAYBELLINE SALES CORPORATION
P.O. Box 413
Memphis, TN 38151
(901) 320-5123
Don C. Weldon

Leader in eye, facial and nail cosmetics. Currently successfully introducing DAYCREAMS products into the fragrances market. Recognized leader in cosmetics in the military resale market.

McCORMICK & COMPANY, INC.
414 Light Street
Baltimore, MD 21202
(301) 547-6198
John G. McCormick
George W. Bragg
Robert E. Cliff
Wayne Sabine

Complete assortment of Spices, Onion & Garlic, Extracts, Food Colors, Teabags, Mexican Foods, Cake Decorations, Popcorn products. All fully supported by merchandising programs; distribution worldwide.

SB 5-015

McDONALD'S CORP.
One McDonald's Plaza
Oak Brook, IL 60521
(312) 887-3344
Wib Sutherland
Robert McFarlane
Cliff Raber
Food service for over 7,000 stores. Domestic as well as international.

McILHENNY COMPANY
Avery Island, LA 70513
(318) 365-8173
Walter S. McIlhenny
Paul C.P. McIlhenny
Edward M. Simmons
SB 5-180

WALT McNALLY & ASSOCIATES, INC.
3322 West Catalina Drive
Phoenix, AZ 85017
(602) 269-6747
Jack Jones
Steve Bass
Tom DeHaven
Earl McKerrihan
Weekly inventory control for all Arizona Commissaries. Representing GOLDEN GRAIN MACARONI CO., CHIRARDELLI CHOC. CO., and many others.

MEDIA NETWORKS, INC./3M
600 Third Avenue
New York, NY 10016
(212) 661-4800
Carol Pepper
Barbara Schmidt
Jiro Semba
A division of 3M selling military advertising to companies and corporations who have military product distribution to commissaries and exchanges on European and Pacific bases.

MEM COMPANY, INC.
Northvale, NJ 07647
(201) 767-0100
Richard Cromer
Bill Beebe
Manufacturer of English Leather Toiletries, Heaven Scent and Tinkerbell Children's toiletries to military commissaries and exchanges worldwide.
SB 5-498

MENNEN CORPORATION
Hanover Avenue
Morristown, NJ 07960
(201) 631-9079
Gary H. Noble
William B. Amick
Fred B. Lytal
Adele Treible
Mennen and its subsidiary SCANNON LTD. are manufacturers of Health and Beauty Aids and Fine Fragrances.
SB 5-454

MENTHOLATUM COMPANY
1360 Niagara Street
Buffalo, NY 14213
(716) 882-7660
Merle Carlson
Theodore A. Hyde
Worldwide manufacturers of Health and Beauty Aids, Cough and Cold Products, External Analgesics, Lipbalms, Oral Hygiene Products, Laxatives, and Suppository Products.
SB 5-610

MEXI FROST SPECIALTIES CO., INC.
37 Grand Avenue
Brooklyn, NY 11205
(212) 625-3324
E.F. Nolan
Gonzalo Armendariz
Manufacturer of a quality line of over 50 authentic Mexican frozen foods items. For commissaries—vending operations—clubs and exchanges—troop issue.

MID-ATLANTIC COCA-COLA BOTTLING CO.
51 Ritchie Road
Capitol Heights, MD 20743
(301) 336-2030
Robert Ringer
Robert J. Mills
Wade R. Vaught, Jr.
Manufacture and distribution of soft drinks.

MIDWEST FOOD DISTRIBUTORS, INC.
2636 Walnut Street
Denver, CO 80205
(303) 296-1598
Dale M. Finley
Denna V. Finley
Darel D. Keck
Midwest Food Distributors, Inc. specializes in service to the Military. Offering daily service to the Denver and Colorado Springs areas, handling all products, both frozen and dry groceries and health and beauty aids.

MIDWEST MILITARY BROKERS, INC.
P.O. Box 20042
Denver, CO 80220
(303) 320-0905
Edward Pruett
Chris Cella
M. Doyle Keck
Full service military broker servicing military commissaries and exchanges throughout the Midwest and South East United States. Specializing in full service to commissaries and exchanges.

MILBRANDS, INC.
16475 Dallas Parkway, Suite 480
Dallas, TX 75248
(214) 931-2500
Richard K. Ryalls
Jack J. Braulik
Joseph Proietti
David R. Weber
Serving the Armed Forces worldwide with professional full-time Area Managers wherever U.S. Troops are stationed. Commissary, Exchange and Club coverage.

MILES LABORATORIES, INC.
Consumer Healthcare Division
P.O. Box 340
Elkhart, IN 46515
(219) 264-8442
Matt H. Soerries
W.R. DeBone
J.W. Howell
Our products include brands such as ALKA-SELTZER, ALKA-2, BACTINE, ONE-A-DAY, and children's chewable vitamins, FLINTSTONE and BUGS BUNNY.
SB 5-292

MILITARY DISTRIBUTORS, INC.
P.O. Box 10
Oldsmar, FL 33557
(813) 855-1404
C.L. Lemma, Jr.
William M. Parker
Gerald P. Tinney
Warehouse and delivery service for dry merchandise to all commissaries and exchanges in Peninsular Florida and Key West.

MILITARY DISTRIBUTORS OF VIRGINIA, INC.
3587 Argonne Avenue
Norfolk, VA 23509
(804) 855-0114
George T. Stagg
Wayne L. Duncan, Jr.
Jerry H. Jared
John W. Payne
Full service distribution of perishable and non-perishable products to Southern Virginia and North Carolina commissaries. Source Load Program for export to offshore, Europe and Panama.

MILITARY MEDIA INC.
175 West 88th Street
New York, NY 10024
(212) 724-6707
John Bradbury
Judith Bradbury
Colleen Gordon
Rita Hirsch
MMI acts as advertising representative for all 176 military base newspapers. A company can buy advertising at as few or as many bases as needed.

MILITARY RETAILING DIRECTORIES
475 Franklin Avenue
Nutley, NJ 07110
(201) 667-2386
James E. Brooks
Sidney Bernstein
Publishers of the Military Retailing Directories issued quarterly. Two Exchange Editions and Two Commissary/Club Editions annually.

MJB COMPANY
665 Third Street
San Francisco, CA 94107
(415) 421-7311
Samuel D. Griffith
Brian Fox
Robert Salter
Quality products from MJB. Regular, Decaffeinated and 100% Columbian Coffees. Instant coffees, tea, regular, quick browning and instant rice, flavored rice and stuffing, non-dairy creamer, generic products.
SB 5-016

MOBIL CHEMICAL COMPANY
Powder Mill Office Park, Bldg. #3
Macedon, NY 14502
(716) 248-5700
J.F. Todd
G. Grandberry
M. Neelly
G.R. Shires
Manufacturers of Hefty Baggies and Kordite Brands of plastic bags; Hefty Foam Plates, Plastic Tumblers, Microwave containers and freezer supplies.
SB 5-247

MOHAWK MARKETING CORPORATION
149 Business Park Drive
P.O. Box 62226
Virginia Beach, VA 23462-0226
(804) 499-8901
Hal Debban
Paul Bernier
Wade Carruth
Harlan Stahl
Manufacturers' representative to military exchange system (all branches) worldwide; military, retail, premium representative in Hawaii and Alaska with warehousing facilities for local stocking of products.

MONARCH CROWN CORPORATION
345 Park Avenue
New York, NY 10154
(212) 546-3185
Arthur M. Wilson
Walter Loving
John Ryan
Gerry Volow
Monarch Crown Corporation/Subsidiary of Bristol-Myers Company, is the military/government sales division for Bristol-Myers, Clairol, Drackett Products, Clairol Appliances and GOOD MEASURE.
SB 5-468

V.H. MONETTE & COMPANY
Smithfield, VA 23430
(804) 357-4141
Alan V. Monette
Malcolm Anderson
Vince Melton
David G. Monette
Manufacturer's representative servicing worldwide military resale market. Complete services in sales, marketing, merchandising, contracting, order processing, data processing (including billing). Commissary and Exchange Divisions.

MONROE & ASSOCIATES, INC.
434 Breesport
San Antonio, TX 78216
(512) 341-7107
Jerry Leece
Ted Elliot
Jim Hilgenfeld
Robert Monroe
Representing: Oregon Fruit, Double Q Salmon, Buttercup, Teddi-Bars Frozen Fruit Pops, Bruce's Foods, Thompson's Industries, Bunte Candy, York Snacks, Lo-An Egg Rolls, Tri-me Detergent with the military.

E.R. MOORE COMPANY
7700 Gross Point Rd.
Skokie, IL 60077
(312) 966-2600
Dennis Pryor
Designers and Manufacturers of Active Apparel for Exchanges and Ships Afloat. Personalization through imprinting and embroidery. Full range of T-shirts, Jerseys, Shorts, Jackets and Sweats for Adults and Children.

MOTHER'S CAKE & COOKIE CO.
810-81st Avenue
Oakland, CA 94621
(415) 569-2323
Andrew A. McQuade, Jr.
Bakers of over 40 varieties of high quality packaged cookies, baked with 100% pure vegetable shortening; and every single package is unconditionally guaranteed for quality, taste and freshness.
SB 5-037

MRS. PAUL'S KITCHENS, INC.
5830 Henry Avenue
Philadelphia, PA 19128
(215) 483-4000
John J. McIntyre
Manufacturers of frozen and prepared fish (fish sticks/fillets, breaded and unbreaded), seafood (scallops, clam products) and specialty products (onion rings, candied sweet potatoes, eggplant parmesan, egg plant sticks, zucchini sticks).
SB 5-083

MUNCEY MARKETING INTERNATIONAL
Beach Road
Cottenham
Cambridge
England CB4 4RG
0954-50448
David W. Muncey
Military sales representatives and marketing specialists to commissaries, exchanges and clubs. Storage and re-distribution facilities available.

N

NABISCO BRANDS USA
East Hanover, NJ 07936
(201) 884-0500
Tubby Seawell
Phil Baker
Ray Connolly
Bob Dixon

Divisions

BISCUIT GROUP—Cookies, Crackers (RITZ, OREO, PREMIUM)
PLANTERS—Nuts, Margarines, Desserts (PLANTERS, FLEISCHMAN, BLUE-BONNET, ROYAL)
GROCERY PRODUCTS—Cereals, Pet Foods (SHREDDED WHEAT, MILK-BONE)
LIFE SAVERS—Candies, GUM (CHUCKLES, CARE-FREE)
SB 5-150

NALLEY FINE FOODS, INC.
100 N. Franklintown Road
Baltimore, MD 21223
(301) 566-7777
John B. Young
George Grauel
Robert Lewald
Distributors of: SEALD SWEET, YOPLAIT YOGURT, LA YOGURT, LAND O FROST, WEAVER CHICKEN FRANKS, MERICO BISCUITS, OAK LAKE DIPS, OSCAR MAYER and KING SOUR DRESSING.

NALLEY'S FINE FOODS
3303 South 35th Street
Tacoma, WA 98411
(206) 383-1621
Dick Oliver
Gary Ashenbrenner
Miles Fuson
Ed Regan
Manufacturer of Canned Convenience Foods, Pickles, Relish, Peppers, Mayonnaise, Salad Dressings, Syrup, Mustard and Snacks.
SB 5-466

NATIONAL BEEF PACKING CO.
P.O. Box 978
Liberal, KS 67901
(316) 624-1851
John Jacobson
Jim Murphy
James Trail
Major supplier of Box Beef to military commissaries; CO_2 and vacuum packaged products available. Full line of primal and subprimal cuts; direct delivery on trucks.
SB 5-106

NATIONAL, INC.
P.O. Box 7469
San Antonio, TX 78207
(512) 226-7361
Andrew J. Obriotti, Jr.
Lawrence Deason
Jim Meyer
Thirty year's experience as a wholesale grocer specializing in frozen and dry products, serving eight military installations in the Texas area.

NATIONAL INDUSTRIES FOR THE BLIND
524 Hamburg Turnpike
Wayne, NJ 07470
(201) 595-9200
Daniel J. Boucher
Chas W. Foote
William E. Lampe
SKILCRAFT Quality Blind-Made Products, manufactured in 33 associated agencies, employing over 500 blind persons and providing over 14,000,000 units of household cleaning aids, flatware, and textiles to Exchanges and Commissaries.

NATIONAL INQUIRER
600 S. East Coast Ave.
Lantana, FL 33464
(305) 586-1111
Neil Carey

NATURAL VITAMINS, INC.
P.O. Box 3502
South El Monte, CA 91733-0502
(213) 686-1165
Glenn H. Freeman
Joseph D. Keating
Complete line of vitamins and dietary supplements sold for past 12 years to commissaries and exchanges thru worldwide network of brokers and distributors.
SB 5-540

NATURE'S FAMILY, INC.
14558 Raymer Street
Van Nuys, CA 91406
(213) 781-1881
Sam Stern
Samuel J. Foley
Linda Miles
Manufacturer of natural skin and hair care products. Cremes, lotions, oils, shampoos, conditioners and soaps.
SB 5-151

NCR CORP.
Federal Systems Division
2301 Research Boulevard
(301) 258-6500
Thomas S. Scimone
E.O. Bradshaw
A. Gilstrap
George Moon
Provides point of sale equipment, electronic cash registers, mini computers, intelligent terminals, medium & large scale computers, and application software packages.

NESTLE COMPANY, INC.
100 Bloomingdale Road
White Plains, NY 10605
(914) 682-6000
B.J. Maloney
E.O. Elliott
C.M. Lattin
Rolf Roesler
Manufacturer of fine beverage products, baking aids, and chocolate bars for resale in Military Commissaries and Exchanges worldwide.
SB 5-088

NEW CENTURY BEVERAGE CO.
630 Valencia St.
San Francisco, CA 94110
(415) 861-8820
John Gallagher
John Paulson
David Plotz
Distributors of Belfast, Mug Root Beer, Pepsi, Schweppes, Sunkist, Country Time and Hawaiian Punch.
SB 6-057

NORTON FOOD COMPANY, INC.
P.O. Box 280
Urbanna, VA 23175
(804) 758-2335
Sheldon F. Hall, Sr.
Allen P. Hall, Jr.
James P. Jenkins, Jr.
Twenty years as full service military distribution specialists serving commissaries, exchanges, clubs, in Southeastern Virginia, ships afloat, overseas, representing frozen, refrigerated, dry grocery and other.

NOXELL CORPORATION
P.O. Box 1799
Baltimore, MD 21203
(301) 667-8624
Martin Murphy
Gary A. Chadwick
Manufacturer of Cover Girl Make-Up, Noxema Skin and Shave Cream, RainTree Lotion, Lestoil Cleaner and 2-Alarm Chili for resale in commissaries and exchanges worldwide.
SB 5-322

O

OCEAN SPRAY CRANBERRIES, INC.
Executive Offices
Plymouth, MA 02360
(617) 747-1000
Robert F. O'Toole
Paul D. Arseneau
Andrew J. Murray
Edward C. Reinhart
Ocean Spray Cranberries—The Top Selling Brand Name Juice, Drink, Grapefruit Juice, and Cranberry Sauce Manufacturer—the first to offer the consumer the Paper Bottle.
SB 5-080

OFF DUTY ENTERPRISES
3303 Harbor Blvd., Suite C-2
Costa Mesa, CA 92626
(714) 549-7172
Walter Rios
Dan Charobee
Don Hull
Cathryn Moore
The Military Leisuretime Magazine, distributed door-to-door in family housing areas. Total monthly circulation 653,000, with separate editions for Europe, Pacific and America, plus a local edition in Hawaii.

ORAL-B COMPANY
3145 Porter Drive
Palo Alto, CA 94304
(415) 856-5000
Edward Joyce
Manufacturer of health care products, the Oral-B, Right Angle and Dr. West lines of toothbrushes, plus the Oral-B Dental Floss and the Aveeno line of skin care products.
SB 5-086

ORE-IDA FOODS, INC.
220 West Parkcenter Blvd.
P.O. Box 10
Boise, ID 83706
(208) 383-6100
Larry Blagg
Ed Hammer
Peter Minch
Vince Shaar
Manufacturer of Ore-Ida, Heinz and Mr. G. Frozen Potatoes, Onion Ringers, Cob Corn, La Pizzeria Frozen Pizza and Mrs. Goodcookie Frozen Cookie Dough.
SB 5-440

OSCAR MAYER & COMPANY
P.O. Box 7188
Madison, WI 53707
(608) 241-3311
Henry G. Mueller, Jr.
Charles Emerson
Eugene E. Jarrel
Phil Pellegrino
Consumer packaged hot dogs, sliced luncheon meats, bacon, pork sausage, canned hams, refrigerated pickle products. Turkey processed meats and fresh/frozen turkeys and parts.
SB 5-025

O'SEAS POST
Westendstrasse 25
6 Frankfurt/Main 1
West Germany
611-747040
Jack Juratti
Monthly television, entertainment and travel magazine for American Forces in Germany including Berlin. Special features include Soap Opera News, recipes, and community news. 70,000 copies distributed.

OVERSEAS SERVICE CORPORATION
2100 Palm Beach Lakes Blvd.
West Palm Beach, FL 33409
(305) 683-4090
Frank J. Hogan
Paul H. Coughlin
Gene Elias
Joseph Kane
Representation of leading brand name consumer products to all commissaries and exchanges, worldwide, since 1947.

OXFORD INDUSTRIES, INC.
1734 Apparel Mart
Dallas, TX 75207
(214) 637-6850
Morgan d'Etienne
Manufacturer of Womenswear (Cos Cob, JBJ, Chapter Two, Peppertree), Childrenswear (Ramar, Polo for Boys, Ralph Lauren for Girls, John Henry for Boys), and Menswear (Holbrook, Robert Stock, Jhane Barnes, Lanier, McGregor Shirts).

P

P.A.&S. SMALL COMPANY
1100 North Sherman Street
Box 589
York, PA 17405
(717) 755-1976
Daniel Nightingale
Daniel E. Garber
Richard A. Ilgenfritz
Alton Rohrbaugh
A division of S.M. Flickinger Co., Inc. Wholesale Food Distributors in the Mid-Atlantic Marketing Area.

PACER SALES COMPANY, INC.
3082 Brickhouse Court
Virginia Beach, VA 23452
(804) 463-6421
John M. Brickhouse
John Angel
Sandra Lewis
Bruce R. Steenberg
Manufacturers' representative to the military exchange resale system worldwide.

PANASONIC COMPANY
One Panasonic Way
Secaucus, NJ 07094
(201) 348-7658
Ed Kearns
M.J. Guiheen
Doug Mahood
Howard Sharpell
Manufacturer of consumer electronic goods (Television—Video recorders—radios etc.) to military exchanges.

PANTRY SHELF, INC.
5000 Space Center
San Antonio, TX 78218
(512) 661-4674
Robert S. Downey
Full Service distributor of fine foods and specialty items to military commissaries and exchanges in the South Texas area, from the truck to shelf.

PENTAX CORPORATION
35 Inverness Drive East
Englewood, CO 80112-5485
(303) 773-1101
David Brown
Manufacturer of cameras, lenses, camera accessories, binoculars, telescopes, and video products for resale in United States Military Exchanges.

PENTEL OF AMERICA
2715 Columbia Street
Torrance, CA 90503
(213) 320-3831
Richard Saccoman
Steve Barron
Manufacturer of writing instruments, automatic pencils, leads, rolling writers, markers and art materials to military commissaries and exchanges worldwide.

PEPPERIDGE FARM, INC.
6900 Peachtree Ind. Blvd.
Norcross, GA 30071
(404) 449-0160
Donald L. Fisher
Greg Brakel
Charles M. Reagle
Pete Trivers
Providing quality Bakery Products (Bread, Rolls, Stuffing, Croutons & English Muffins) plus Biscuit Products (Cookies & Crackers) to military installations throughout CONUS and Overseas.
SB 5-009; 6-099

PET, INCORPORATED
P.O. Box 392
St. Louis, MO 63166
(314) 622-6371
Kenneth R. Wening
John J. Braden
Philip Hoerr
Joyce Nieberding
A large diversified food company specializing in consumable food commodities, from canned evaporated milk, frozen food products, candies and Mexican foods to Stuckeys restaurants.
SB 5-039

PETER PAUL CADBURY, INC.
New Haven Road
Naugatuck, CT 06770
(203) 729-0221
James W. Rowlette
SB 5-566; 6-020

PFIZER, INC.
LEEMING PACQUIN DIVISION
235 East 42nd Street
New York, NY 10017
(212) 573-3140
E. Lloyd Stakebake
Manufacturer of toiletries and proprietaries (BARBASOL, BEN GAY, DESITIN, PACQUIN, UNISOM, VISINE AND VISINE A.C.)
SB 5-394

PHILIP MORRIS USA
120 Park Avenue
New York, NY 10017
(212) 880-5000
Ted Costas
Ralph Atlas
Jim Richmond
Gene Torre
Manufacture and supply of popular brand name cigarettes (Marlboro, Benson & Hedges, Parliament Lights, Players, Merit, Virginia Slims) to commissaries, exchanges, clubs, veterans canteens and other military resale outlets worldwide.
SB 5-175

PHOENIX INTERNATIONAL
MARKETING CORP.
12714 W. Hampton Avenue
Butler, WI 53007
(414) 781-9122
Telex: 260066 GLOB-PHNX-BUTR
Dale F. Espen
David Groom
Richard G. Sommers
Manufacturers' Representatives.

PIEN-JON INC.
202 E. Schantz Ave.
Dayton, OH 45409
(513) 293-8788
Walter A. Pienkowski
Marketing Specialists for diversified high quality products for resale in commissaries, exchanges, and troop issue items.

PILLSBURY COMPANY
Pillsbury Center
Minneapolis, MN 55402
(612) 330-5034
B.G. Smith
R.K. Dussik
F.C. Eddowes
J.R. Kraft
Consumer food products, canned and frozen vegetables, flour based products, frozen pizza and popcorn, refrigerated dough products and pasta to military commissaries and exchanges worldwide.
SB 5-154; 5-638

PLANTATION-SYSCO
2540 Shader Road
P.O. Box 15890
Orlando, FL 32858
(305) 299-3700
John MacFarlane
Charles Edwards
J.M. Sciortino
Will Way
Distributor of brand name perishable products exclusively to the military resale market in Florida, Georgia, South Carolina, Puerto Rico and down range facilities.

PLOUGH SALES CORPORATION
3030 Jackson Avenue
Memphis, TN 38151
(901) 320-2316/2720
Frank J. Coughlin
Sherman Hardaway
Charley Naff
Dave Wells
Manufacturers of: Coppertone, Tropical Blend, QT, Solarcaine, Paas Easter products, Aftate, Aspergum, Correctol, DiGel, Duration, Feen-A-Mint, Sulfur-8, and St. Joseph Children's products.
SB 5-200

M. POLANER, INC.
P.O. Box K
Roseland, NJ 07068
(201) 228-2500
Edgar Worton
Leon Butan
Darrell Goff
Leonard Polaner
Suppliers of top quality jams, jellies, preserves, peanut butter, syrups, pickles and the sensational new chopped garlic in a jar.
SB 5-286

POLY-TECH
DIVISION OF U.S. INDUSTRIES
1401 West 94th Street
Minneapolis, MN 55431
(612) 884-7281
Frederick M. Reetz
David Wilbur
Manufacturer of extruded plastic and polyethyline products (plastic trash bags, flat sheeting and covers) made available for resale in commissaries and exchanges worldwide.
SB 5-259

PORT CLYDE FOODS, INC.
60 Ocean Street
Rockland, ME 04841
(207) 594-4412
Reginald E. Curé
Martha Woods-Waterhouse
Leading canned fish food processor manufacturing the Number One growth brands of sardines and fish steaks, Port Clyde and Holmes, and Holmes Pilchard.
SB 5-281

POST SALES & SERVICE, INC.
1785 Olive Street
Beaver Heights, MD 20027
(301) 773-7711
Joe L. Miller
Blanche F. Miller
James Sherman
Full service military distributors of candy cookies, snacks, specialty/ethnic/dietetic foods, coffee beans, kitchenware/household cleaners, HABA's and vitamins in northeast U.S. states.

POTOMAC FOOD DISTRIBUTORS
405 Murry's Avenue
Alexandria, VA 22301
(703) 683-2295
George W. Cooke, Jr.
Steven Cook
Andrew J. Rimm
Distributor of frozen, chilled and dry goods to military commissaries and exchanges. Area of delivery: West Virginia, Western Pennsylvania, Maryland, Delaware and Washington, D.C.

PAUL P. POWER ASSOCIATES
50 Main Street
Stamford, NY 12167
(607) 652-7450
Paul P. Power, Sr.
Peggy J. Gifford
Paul P. Power, Jr.
Specialists in Marketing and Consulting on Wines, Spirits, and other Consumable Products to Beverage Buyers, Exchanges, Consulates and Embassies, Worldwide.

S. PRAWER & CO.
150 Read St.
Portland, ME 04104
(207) 775-0223
Gilbert Prawer
Lou Janson
Marilyn Prawer
Adam Smith
Distributors of groceries, candy, refrigerated foods to commissaries/exchanges throughout the Northeast & Mid-Atlantic States as far as Virginia. Representing over 125 major packers at 53 bases.

PROCTER & GAMBLE
DISTRIBUTING COMPANY
P.O. Box 599
Cincinnati, OH 45201
(513) 562-3366
C.P. Blackwood
C.M. Anderson
E.A. Devany
B.J. Hance
Manufacturing and Marketing a wide range of laundry and cleaning products, paper products, personal care products, food products and a variety of products for business and industry.
SB 5-049

PUREX CORPORATION
5101 Clark Avenue
Lakewood, CA 90712
(213) 634-3300
Clarence Carr
Charles Renard
Manufacturer of Household Cleaning Products, Specialty Food Products and Swimming Pool Chemicals for resale in military commissaries and/or exchanges worldwide.
SB 5-304

Q

QUAKER OATS COMPANY
Merchandise Mart Plaza
Chicago, IL 60654
(312) 222-7138
J.T. Goldston
J.R. Finney
E.J. Haas
R.E. Henderson
The Quaker Oats Company is a major manufacturer of cereals, baking mixes, syrup, corn products, pet foods and frozen foods serving the military worldwide.
SB 5-087; 5-516

QUAKER STATE OIL REFINING
CORPORATION
P.O. Box 989
Oil City, PA 16301
(814) 676-0661
Sam A. Julian
Jack P. Pearson
Manufacturer of auto lubrication products for resale in military exchanges worldwide.

QUALITY BRANDS DISTRIBUTING
P.O. Box 7247
Colorado Springs, CO 80933
(303) 594-0182
Jerry Boe
Full service distributor of perishable and dry products to military commissaries in Colorado and Wyoming.

R

R&R WERBE GmbH
Bismarckstrasse 17
D-6900 Heidelberg
West Germany
06221-25431/32/33
Andy Anderson
Jaimy Cohen
Derek Halling
Conrad Quagliaroli
Publishes R&R Germany, Britain and the Med. three magazines, each specially edited for area of circulation; collectively the largest circulation publication for U.S. Forces in Europe.

C.B. RAGLAND COMPANY
2720 Eugenia Avenue
Nashville, TN 37204
(605) 259-4622
Mike Hayes
Peter Kahne
Ed Tietgens
Distributor of groceries, frozen food, deli, candy and non-foods to the military in the Southeastern U.S.A.

RALSTON PURINA COMPANY
Checkerboard Square
St. Louis, MO 63188
(314) 982-3715
T.M. Smith
World's largest producer of dry dog and dry and soft-moist cat foods. Other grocery products include cereals, canned tuna, and soups.
SB 5-282

RAMFJELD & COMPANY INC.
270-41st Street
Brooklyn, NY 11232
(212) 768-3203
M. Fjeldheim Nielsen
H.J. Schucke
VIKINGS DELIGHT brand IMPORTED & DOMESTIC CANNED FISH.
SB 5-298

RAMPART MARKETING, INC.
2220 W. 104th Pl.
Northglenn, CO 80234
(303) 457-1041
Harley Magee
Richard E. Day
Earl J. Johnson
Rampart presently serves all bases in Arizona, Colorado, New Mexico, Oklahoma, Texas and Wyoming. We are large enough to serve you, small enough to care.

REGAL WARE, INC.
1675 Reigle Drive
Kewaskum, WI 53040
(414) 626-2121
Stan Woolman
Michael G. Moore
William H. Preis, Jr.
Manufacturer of stainless steel cookware plus drawn and cast aluminum cookware with SilverStone, microwave cookware, table top electric appliances including coffee makers, and motor driven La Machine food processors.

REP BROKERAGE COMPANY
4803 178th Avenue East
P.O. Box 698
Sumner, WA 98390
(206) 863-5351
Harry M. Carrick
Karen Carrick
Manufacturers' Representatives.

REVLON GOVERNMENT SALES, INC.
767 Fifth Avenue
New York, NY 10022
(212) 572-5850
Richard D. Metzler
M.H. Hitchcock
Gary J. Proscia
Thomas J. Youngerman
Manufacturer of cosmetics, fragrances, toiletries to military commissaries and exchanges worldwide.
SB 5-486

R.J. REYNOLDS TOBACCO CO.
401 North Main Street
Winston-Salem, NC 27102
(919) 777-6101
R.D. Sherrod
Ralph Angiuoli
Mack Dagenhart
R.D. Rierson
Manufacturer of Camel, Winston, Salem, Vantage, Doral and other cigarettes to military commissaries and exchanges worldwide.
SB 5-053

RICELAND FOODS
P.O. Box 927-048140
Stuttgart, AR 72160
(501) 673-5374
David White
Richard R. Hendricks
Tony L. Richmond
World's largest milling and marketing cooperative organization servicing more than 100 countries, products in military resale system: Riceland Rice, Chef-Way oil and shortening label.
SB 5-218

RICHARDSON-VICKS INC.
Vicks Health Care & Toiletries Divisions
Ten Westport Road
Wilton, CT 06897
(203) 762-2222
Andre Guilbert
A. Antici
Manufacturer of leading brand name consumer packaged products: Vicks Cough/Colds—Tempo Antacid—Olay—Clearasil—Fasteeth—Fixodent—Denquel—Lavoris—Lifestage Vitamins—Saxon Aftershave Lotion for resale in Military Outlets worldwide.
SB 5-301

RICH-SEAPAK CORPORATION
P.O. Box 667
St. Simons Island, GA 31522
(912) 638-5000
James K. Bankston
Russell M. Kline
Manufactures a complete line of seafood products available to military commissaries worldwide.
SB 5-525

A.H. ROBINS COMPANY
3800 Cutshaw Avenue
P.O. Box 6235
Richmond, VA 23230-0235
(804) 257-2778
Stephen P. Mitchem
E.L. Hable, Jr.
Robitussin Cough Syrup (Regular, DM, PE, CF—4-oz. and 8-oz.), Night Relief, Extend 12 Liquid, Dimetane Extendtabs, B Complex Vitamins, Sergeant's Pet Care Products, and Chap Stick Lip Balm.
SB 5-127

ROCKINGHAM POULTRY MARKETING CO-OP, INC.
Broadway, VA 22815
(703) 896-7001
Telex No. 82-2444
J. Steve Little
George A. Heitz
Charles W. Kucharik
Larry A. Metzner
A diversified poultry processing concern; capacity to produce retail pack and institutional pack for all military needs; items include chicken, ducks, turkey, and cornish hens.
SB 6-006

ALBERT JAY ROSENTHAL & COMPANY
545 Madison Avenue
New York, NY 10022
(212) 826-6610
Art Becker
A full service advertising agency with specific expertise in marketing to the military. Offices located in New York and Chicago.

S

S&K SALES COMPANY
125 Greenwich Avenue
Greenwich, CT 06830
(203) 869-7060
Richard A. Steinberg
Charles Alexander
Peggy Barry
J. Brayton Fogerty
Professional sales representation of consumer product companies to commissaries, post exchanges and ships afloat worldwide through three specialized sales forces.

SAN GIORGIO-SKINNER COMPANY
6848 F Street
Omaha, NE 68117
(402) 331-7000
Alan Pascale
Don Comes
Bill Pace
Harry Westfall
Full-line pasta manufacturer. Full commitment to Military Resale System through Skinner and San Giorgio brands, nation-wide network of military brokers and sales representatives.
SB 5-184

SANSUI ELECTRONICS CORPORATION
1250 Valleybrook Avenue
Lyndhurst, NJ 07650
(201) 460-9710
Gary Elias
Tom Yoda
Ken Yoshino
Manufacturer of electronic music systems (turntables, cassette decks, receivers, integrated amplifiers and tuners, and complete music systems resold in exchanges and ships afloat worldwide.

SARVIS, INC.
7825 Baymeadows Way, Suite
200-B
Jacksonville, FL 32216
(904) 731-8000
Richard Sarvis
David J. Andrade
Lyle P. Norland
William G. Poole, Jr.
Services major companies in the dry grocery, H&BA, household, candy, frozen and chilled categories through its Commissary, Perishable Exchange and International sales divisions.

JOS. SCHLITZ BREWING COMPANY
118-33 Queens Boulevard
Forest Hills, NY 11375
(212) 561-8908
Joseph L. Masnaghetti
Louis E. Shell
Brewers and distributors of Schlitz, Schlitz Malt Liquor, Schlitz Light, Old Milwaukee, Old Milwaukee Light, Stroh, Stroh Light, Schaefer and Schaefer Light.

S. SCHWARTZ SALES, INC.
Bergen Mall Office Center
E-210 Route 4
Paramus, NJ 07652
(201) 368-8135
Samuel Schwartz
Michael E. DiFilippo, Jr.
Saul Richman
Barbara Schwartz
Serving the military in the Eastern U.S. as a manufacturers' representative since 1966; specializing in household supplies, paper/plastic goods, frozen and non-perishable foods.

FRANCOIS L. SCHWARZ, INC.
5505 Gray Street
Tampa, FL 33609
(813) 879-8013
Charles Bridges
Jeffrey W. Brown
D.L. Duvall
W.M. Powell
Worldwide sales and marketing specialists to the total military market.

SCOTT PAPER COMPANY
Scott Plaza I
Philadelphia, PA 19113
(215) 521-5000
Jesse P. Schaudies
L.B. Griffith
John Moseley
C.G. Ward, Jr.
Manufactures, markets and sells a full line of household paper products including Paper Towels, Bathroom Tissue, Napkins, Wax Paper, Facials and Premoistened Wipes for Babies.
SB 5-320

SCRIVNER, INC.
P.O. Box 26146
Oklahoma City, OK 73126
(405) 670-7238
William Coffey
Fred Allen
Bill Bishop
Ted O'Prey
Wholesale food distributor for dry groceries, frozen food, dairy products, fresh & frozen meat, fresh produce, HBA, and eggs.

SEAGRAM OVERSEAS SALES CO.
Geh.-Hummel Platz 4
6203 Hochheim
West Germany
Harry A. Denehy
Dierck Bremermann

SEIKO TIME CORPORATION
640 Fifth Avenue
11th Floor
New York, NY 10019
(212) 977-2800
Harold Rapp
Distributor of Seiko and Lassale Seiko quartz watches and Seiko quartz clocks.

SELECT-SYSCO FOODS, INC.
P.O. Box 3097
Hayward, CA 94540
(415) 785-1000
E.R. Rasnick
Dee F. Akers
Lloyd D. Shaffer
Select-Sysco Foods, Inc., Distributor of frozen foods to military installations located in Northern California. Military Department schedules deliveries to accommodate commissary requirements.

SERVICE DELI INC.
4237 N. Produce Plaza
P.O. Box 58581
Los Angeles, CA 90058
(213) 582-5623
Gloria Ferry
Mary Haberman
Mike Morrison
Andy Stylianou
Supply & operate service delis and bakeries in the military commissaries.

SEVEN-UP COMPANY
121 South Meramec
Clayton, MO 63105
(314) 889-7777
Linda M. Bryant
Tim Battles
Ted Hoff
Dominick Sacco
Franchisor of major soft drinks: 7UP, Diet 7UP, LIKE, Sugar Free LIKE, Howdy Flavors; Operating Subsidaries: Oregon Freeze-Dried Foods, Golden Crown Products, Ventura Coastal, Warner-Jenkinson.
SB 6-007

J.A. SHAROFF & COMPANY
3825 Lafayette Street
P.O. Box 780
Denver, CO 80201
(303) 629-1000
Terry G. Hittle
Joe D. Castor
Dave Edwards
Primary distributor of frozen and refrigerated goods in Colorado (growing in dry goods); delivery agent for 50 brand name manufacturers, serving commissaries/exchanges in Colorado.

SHASTA BEVERAGES, INC.
26901 Industrial Blvd.
Hayward, CA 94545
(415) 783-3200
Jim Klamt
Michael Haddix
Richard L. Johnson
Manufacturer of soft drinks (diet and regular) and natural fruit drinks (Capri Sun) to military commissaries and exchanges worldwide.
SB 5-089

PHIL SINGER ASSOCIATES, INC.
10 Foster Avenue
Suite C-1
Gibbsboro, NJ 08026
(609) 435-5300
Phillip Singer
A professional sales and marketing organization. Our forte is creating marketing events with "in-store" product demonstrations. Total concept marketing SELL-SERVICE-SELL!

SINGLETON PACKING CORP.
P.O. Box 2819
Tampa, FL 33601
(813) 247-1171
Steven Susnjar
Largest processor of shrimp in the industry, 30 million pounds a year. For 35 years, our shrimp and seafood products have been establishing new standards of quality for frozen seafood.
SB 5-449

J.M. SMUCKER COMPANY
P.O. Box 280
Orrville, OH 44667
(216) 682-0015
Donald V. Todd
Kenneth E. Dountz
Bruce Hume
Apple Butter, Preserves, Jams & Jellies, Ice Cream Toppings, Fruit Syrups, Natural Peanut Butter, Goober, Gift Boxes.
SB 5-325

SNYDER'S OF HANOVER
Box 471
Hanover, PA 17331
(717) 632-4477
Glenn Fazio
Arsenio Alpapala
Robert Gauber
George Rayme
Manufacturers of quality snack foods (potato chips, pretzels, corn products) available for resale in commissaries and exchanges worldwide.
SB 5-330

SOFT SHEEN PRODUCTS, INC.
1000 E. 87th Street
Chicago, IL 60619
(312) 978-0700
Harold Gilson
Ethan Foster
Edward Gardner
Gary Gardner
Manufacturers of Hair Care Products and Perfect Pinch Spices. Distribution for resale to Military Exchanges and Commissaries Worldwide.
SB 5-649

SONY CORPORATION OF AMERICA
110 East 59th Street
New York, NY 10022
(212) 888-7210
Ian Erlandsen
Henry Imada
Manufactures BETAMAX VCR's, TRINICON color cameras, TRINITRON color TV's, WALKMAN cassette-corders, portable radios, clock radios; other video/audio consumer electronics.

SOUTHERN APPAREL COMPANY
E. Third Street
Box 578
Robersonville, NC 27871
(919) 795-3031
Larry Davis
David W. Bulluck
Richard H. McCaskill
Manufacturer of work uniforms for U.S. Navy exchanges and ships stores afloat worldwide.

SPECIALTY FOOD DISTRIBUTORS A DIVISION OF BUD SUAREZ, INC.
8408 E. Temple Terrace Highway
Tampa, FL 33617
(813) 988-9123
C.A. "Bud" Suarez
R.Y. "Bob" Campbell
C.G. "Neil" Suarez II
Distributors of a wide variety of specialty and gourmet foods in Florida.

SPILMAN COMPANY, INC.
P.O. Box 2086
Livermore, CA 94550
(415) 455-6472
Don Spilman
Paul Fowler
John O'Boyle
A military food distributor offering personalized services for manufacturers to the Commissaries, Exchanges and Overseas shipping areas for all of Northern California.

STAR-KIST FOODS, INC.
582 Tuna Street
Terminal Island, CA 90731
(213) 548-4411
George Wardy
Allyn A. Ayotte
Jack T. O'Meara
Roy L. Scharer
Leading canned fish/pet food processor selling Star-Kist tuna, 9-Lives cat food (canned, soft moist, dry) and Jerky Treats to commissaries/exchanges worldwide.
SB 5-205

HAROLD S. STEIN & ASSOCIATES
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651
Harold S. Stein
R.E. Stone
Extra Fancy Grade Rice, Authentic Oriental Foods (Japanese, Korean, etc.), Rose's Cocktail Mixes, Stinson Canning Beach Cliff Sardines/Fish and Mexim Philippine Foods.

STERLING DOWNEY SALES COMPANY
4954 Space Center
San Antonio, TX 78218
(512) 661-8266
Sterling E. Downey
A complete storage and delivery service for the military in the South Texas area. Distributors of frozen, chilled, dry, and confectioner perishable/non-perishable products.

STERLING DRUG, INC.
90 Park Avenue
New York, NY 10016
(212) 972-2718
Ray T. McCabe
John Armato
F. Fox
Manufacturer of drugs and household products for resale to military commissaries and exchanges.
SB 5-019

STEWART & WITT COMPANY OF ALASKA, INC.
P.O. Box 3-368 ECB
Anchorage, AK 99501
(907) 345-2600
Robert A. Witt
Manufacturers' representatives specialising in frozen and dry goods made available for resale in all military commissaries in Alaska.

ST. IVES LABORATORIES, INC. USA
944 Indian Peak Rd.
Rolling Hills, CA 90274
(213) 544-3000
Robert S. DeMoss
Manufacturer—Swiss Formula Hair & Skin Care Products. Swiss SBA Skin Care Products.
SB 5-160

STOKELY-VAN CAMP, INC.
941 North Meridian Street
Indianapolis, IN 46206
(317) 263-2431
John P. Donnelly
Jim Graef
Manufacturer of canned beans and bean related products, as well as, liquid and instant Gatorade to military commissaries and exchanges worldwide.
SB 5-077; 5-119

STOUFFER FROZEN FOODS
5750 Harper Road
Solon, OH 44139
(216) 248-3600
Donald G. Nelson
Jim McKnight
Bill Rafalski
Manufacturer of frozen foods: entrees side dishes, French bread pizza and Lean Cuisine to military commissaries and exchanges worldwide.
SB 5-276

ST. REGIS PAPER CORPORATION
Retail Packing Division
P.O. Box 58821
4530 Loma Vista Avenue
Vernon, CA 90058
(213) 589-6511
Larry Trullinger
John Cierpial
Robert Dewar
Robert G. Stuhr
Manufacturer of paper and plastic grocery bags, carry-out snacks, lunch bags and millinery merchandise bags to military commissaries and exchanges in the Western area of the U.S. and Pacific Region.

SUNSHINE BISCUITS, INC.
245 Park Avenue
New York, NY 10167
(212) 880-4200
Robert B. Coster
Esse S. Bjorklund
George Flaccavento
Robert Lambert
Manufacturer of cookies, crackers and cereals to military commissaries and exchanges worldwide.
SB 5-133

SUTER COMPANY
258 May Street
Sycamore, IL 60178
(815) 895-9186
Charles R. Suter
Manufacturers and Marketers of Menu-Ready Foodservice Salads.

SWAN SALES CORPORATION
6223 W. Forest Home Avenue
Milwaukee, WI 53220
(414) 543-5555
Charles Schuster
James R. Hessling
Eugene E. Schommer
Augustus Sykes, Jr.
Covers all overseas commissaries, exchanges, clubs, MWR facilities, DoD schools. Lines represented include housewares, food products, sporting goods, HABA's (alcoholic non-alcoholic), furniture.

SWEENEY & COMPANY
2330 Roosevelt Avenue
San Antonio, TX 78233
(512) 533-1281
King Holstein
John Worsham
Wholesale distributor of meats, frozen food, groceries and general merchandise for resale in commissaries and exchanges.

SWEET LIFE FOODS
Northboro Division
175 Bear Foot Road
Northboro, MA 01532
(617) 393-6711
Connie Nassar
John Cataldo
Joel Leavitt
John McPhail
A Wholesaler specializing in delivering all major lines of groceries, dairy and frozen to Installations in the Northeast Region. Corporate offices in Suffield, Connecticut.

SWIFT & COMPANY, INC.
1919 Swift Drive
Oak Brook, IL 60521
(312) 850-7015
Walter P. Aalbregtse
P.M. Rowley
D.L. Sawyer
R.W. Stevenson
Turkeys and poultry products, sausages, breakfast strips, processed meat products, canned hams, soup and stew starters, shortening, margarine, tamales and pet foods.
SB 5-078; 5-108

SWINGSTER WEARABLES
5700 Broadmoor, Box 2987
Shawnee Mission, KS 66201
(913) 384-6000
Dennis L. Christopher
Manufacturer of jackets, caps and active apparel for resale in military exchanges and ships' stores worldwide. Complete imprinting, embroidery and custom manufacturing available.

T

TASTYBIRD FOODS
Div. of Valmac Industries, Inc.
261 Thompson Place
Gainesville, GA 30506
(404) 536-5363
Edmond F. Jared
Richard Hill
John Morris
Tom W. Whitworth
Suppliers to military commissaries worldwide of quality individually quick frozen chicken parts, whole birds, cut-ups and a family of breaded and pre-fried chicken specialty items.
SB 5-435

TASTY DISTRIBUTING, INC.
600 Andrews Road
P.O. Box 8429
Columbus, GA 31908-8429
(404) 689-5547
Daniel J. East
Distributor of perishable/non-perishable goods to ALL Georgia and Alabama military commissaries.

TELMA ELECTRONICS, GmbH
Hauptstrasse 27
6102 Pfungstadt-Eich
West Germany
06157-5394/5242
Dale Hicks
Thomas F. Ehlke
Butch Transue
Manufacturers' Representatives

TETLEY, INC.
100 Commerce Drive
Shelton, CT 06484
(203) 929-9200
Michael F. Delgiorno
Manufacturer of Tetley tea bags, packaged tea, iced tea mix, low-calorie tea, instant tea, Martinson/Mr. Automatic Coffee, Cafe' Busteto.
SB 5-305

TEXIZE, DIVISION OF MORTON THIOKOL, INC.
P.O. Box 368
Greenville, SC 29602
(803) 963-6879
J.E. Chrismon
B.D. Barfield
Manufacturer of FANTASTIK, GLASS*PLUS, PINE POWER, SPRAY N WASH, K2r, GREASE RELIEF, YES, NO PEST STRIPS/LIQUIDS, WOOD PLUS sold in commissaries/exchanges worldwide.
SB 5-343

J. WALTER THOMPSON COMPANY
875 North Michigan Avenue
Chicago, IL 60611
(312) 951-4000
John G. Anastos
George Floros
Mr. Anastos is the Account Director for Kraft Foods Military Division. He is responsible for formulating their advertising and communication plans.

3M CENTER
St Paul, MN 55144
(612) 733-0576
David McCarney
Arnold Brown
Chuck Carnes
Norman Hill
Pressure-sensitive tapes, carpet cleaner, energy insulation products, a fabric protector, sandpapers, adhesives, scrubbers, sponges, handpads, self-stick notes, electrical connectors and dust masks.
SB 5-013

3M DEUTSCHLAND GmbH
Carl-Schurz-Strasse 1
D-4040
Neuss 1
West Germany
Paul Hilpisch
Bruno Hurel
Provides 3M and non-3M products to the military; pre- and after sales service, contract administration, other services in Europe, North Africa and Middle East.

3M/PERSONAL CARE PRODUCTS DEPARTMENT
3M Center
Building 225-1N
St. Paul, MN 55144
(612) 733-4030
U. Condit Dow
Joel E. Crocker
Lindsey L. Lambert
Allison C. Wolff
Manufacturer of BUFF-PUFF brand skin care products, TITRALAC brand antacid products, COLD COMFORT brand cold pack and 3M brand home health aid products.

TOLONA PIZZA PRODUKTE GmbH
Industriestrasse 31
Walldorf/Heidelberg
West Germany
6-227-3122
Richard Warren
Manufacturer of various sizes of pizza crusts and distributors of other pizza products worldwide.

TRANS-EUROPEAN MARKETING, INC.
Feldbergstrasse 25
6000 Frankfurt
Federal Republic of Germany
0611-723458/723459
F. Michael Salata
Peter W. Fleming
John H. Holmes
Virgil W. Watkins
Military brokers representing Food, Health, and Beauty Aid manufacturers to commissaries in Europe and the Middle East.

TREE TOP, INC.
P.O. Box 2549
Yakima, WA 98907
(509) 575-3909
E. M. Whiteaker
Ron Marchionni
Frank Weise
Manufacturer of apple juice and cider, blended fruit juices; sparkling apple and grape cider, frozen apple, cider and blended juice concentrates; and evaporated apples.
SB 5-043

TRINITY MARKETING CORPORATION
992 Old Eagle School Road
Suite 906
Wayne, PA 19087
(215) 687-2970
John E. Keane
Harry F. Edwards
Thomas F. Fehily
Robert L. Ives
Trinity Marketing Corporation covers both CONUS and Overseas for major grocery perishable and HBA manufacturers.

TRI-WEST DISTRIBUTION, INC.
9617 47th Ave. S.W.
P.O. Box 99669
Tacoma, WA 98449
(206) 581-5904
Michael G. Doherty
Rob Carlson
George Doherty
Tri-West is a full service exclusive military distributor of dry, deli, frozen and H.B.A. products serving the Northwest states including Alaska, Utah, Idaho, Oregon and Washington.

TROPIC-CAL, INC.
2600 S. Broadway
Los Angeles, CA 90007
(213) 747-4361
Donald F. (Bud) Allen
David Halpern
George Weiss
Howard R. Weiss
Tropic-Cal produces and supplies mens and ladies fashion sports and ski glasses commercial eye wear worldwide.

TROPICANA PRODUCTS SALES, INC.
P.O. Box 338
Bradenton, FL 33506
(813) 747-4461
Rosanne Megrath
Processor of citrus and apple juices and drink products—carton, glass and frozen concentrate.

U

UNCLE BEN'S FOODS
3060 Timberview Road
Dallas, TX 75229
(214) 352-5921
Donald C. Watson
Robert W. Tyner
Processors of Uncle Ben's Converted Brand Rice, Wild Rice products, flavored rices, brown rice and instant rice.
SB 5-196

UNION CARBIDE CORPORATION Home & Automotive Products Div.
Old Ridgebury Road
Danbury, CT 06817
(203) 794-3982
Don Parker
Harvey Richmond
Jim Trusk
Manufacturers of GLAD plastic wrap and bags, PRESTONE antifreeze, and SIMONIZ car care products.
SB 5-217

UNITED FOODS, INC. FREEZER QUEEN DIVISION
P.O. Box 948
Buffalo, NY 14240
(716) 826-2500
Matthew J. Kwasek
Manufacture of frozen prepared meats. Two Pound Family Suppers and Five Ounce Cook in Pouch meat entrees.
SB 5-119

UNITED FOODS, INC./FROZEN FOOD DIVISION, EASTERN OPERATIONS
P.O. Box 119
Bells, TN 38006
(901) 663-2341
Patrick M. Redmond
C.R. Sproule
Producer of Winter Garden, Stokely Van Camp and Freezer Queen Brand frozen foods. United is the largest complete full line packer of frozen vegetables in the U.S.
SB 5-119

UNITED VIRGINIA BANK
5 Main Plaza East
Norfolk, VA 23510
(804) 446-3150
David C. Fuller
Martin G. Levin
Rufus Parks
Offering a full range of credit and deposit services with particular emphasis on serving military brokers, distributors, and manufacturers' representatives.

THE UPJOHN COMPANY
7000 Portage Road
Kalamazoo, MI 49001
(616) 323-6333
Donald E. Johnson
Rhudolph Fowler
Donald P. Toole
Manufacturer of Uni Cap Vitamins, Cortaid cream, lotion and ointment, Cheracol D-Cheracol Plus, Mycitracin, Kaopectate Concentrate, Cortes feminine cream to military commissaries and exchanges worldwide.
SB 5-505

U.S. TOBACCO COMPANY
100 West Putnam Avenue
Greenwich, CT 06830
(203) 661-1100
Donna Leitao
Principal product is Smokeless tobacco including Skoal, Copenhagen and Happy Days Moist Smokeless Brands, produces and markets pipes, pipe tobacco, premium wines and writing instruments.
SB 6-003

V

VAN de KAMP'S FROZEN FOODS
P.O. Box 1451
Long Beach, CA 90801
(213) 594-4481
H. Christopher Anicich
Manufacturer of frozen seafood products and frozen ethnic entrees for resale to military commissaries.
SB 5-600

VIDAL SASSOON, INCORPORATED
2049 Century Park East
Los Angeles, CA 90067
(213) 553-6100
Frank Curtin
International marketer of hair care products made available for resale to commissaries and exchanges worldwide.
SB 5-034

VITA-FRESH VITAMIN CO., INC.
7366 Orangewood Avenue
Garden Grove, CA 92641
(714) 898-9936
Vincent Chodor
J.B. Martin, Sr.
Kirk Scarborough
Manufacturer of vitamins and food supplements made available for resale in commissaries and exchanges worldwide.
SB 5-171

VIVITAR CORPORATION
1630 Stewart Street
Santa Monica, CA 90506
(213) 829-3672
Gary Davis
A.J. Saunders
Leading manufacturer of photographic equipment (lenses, electronic flash units and cameras) made available for resale at military exchanges, ships' stores and Veterans canteens, worldwide.

W

WARNER-LAMBERT COMPANY
201 Tabor Road
Morris Plains, NJ 07950
(201) 540-3161
E.M. Ogorzalek
S.N. Gaeger
S. Johnson
A.A. Totaro
Leading worldwide developer and marketer of health care and consumer products (mints and gum) for resale to military commissaries and exchanges worldwide.
SB 5-263

W.D. WARREN COMPANY KG
5, Im Steingrund
D-6072 Dreieich 3
Frankfurt/Main
West Germany
06103-605429
Kenneth L. Bennett
Paul Johnson
W.D. Warren
Worldwide sales representation (offices in Dallas, Tx.; Atlanta, Ga.; Italy; Spain; UK) for consumer goods providing warehousing, delivery and billing services. Customers: American/NATO forces; AAFES worldwide.

WAVERLY GROUP
19 Pine Street
Bradford, PA 16701
(814) 362-3501
Jerome Fishkin
Jack Fishkin
J. Joanne Fishkin
Paul Howard
Designers, manufacturers and representatives of Men's High Fashion and Ultra High Fashion for men's Clothing and accessories serving the military worldwide.

WD-40
1061 Cudahy Place
San Diego, CA 92110
(619) 275-1400
Jack E. Kinsler
WD-40 Manufactures a multi-purpose product that stops squeaks, penetrates, lubricates, displaces moisture, cleans and protects metal.

WEBCO USA, INC.
901 North Pitt Street
P.O. Drawer 1140
Alexandria, VA 22313
(703) 836-0414
John L. Hohman
Carl H. George
Sam Perruccio
Roy Thomas
Worldwide sales representation to commissaries and exchanges. Experienced in working frozen and non-perishable foods, H&BA items, personal care and household products.

WELCH FOODS, INC.
100 Main Street
Concord, MA 01742
(617) 371-1000
Leonard F. Amendola
T.G. DeJose
R.E. Dykstra
Manufacturer of Frozen and Bottled Grape Juice; Grape Jellies, Jams, and Preserves; Grape Drinks; Frozen Cranberry Cocktail, and Strawberry Jam for resale to military markets worldwide.
SB 5-030; 5-031

WEST BEND COMPANY
400 Washington Street
West Bend, WI 53095
(414) 334-6819
R.J. Mollwitz
Manufacturer of Buffet Appliances, Coffee Makers, Humidifiers, Cookware, Electronic Timers and related housewares items. Division of Dart/Kraft.

WEST COAST GROCERY COMPANY
1525 East D Street
Tacoma, WA 98401
(206) 593-3145
Allen N. Hoy
Verle Bryant
David McCarthy
Rose Nash
Voluntary full-service wholesale grocery firm. Corporate H.Q. in Tacoma; branch operations in Salem, OR and Spokane. Provide service to commissaries in Northwest/Alaska.

WESTERN GROCERS, INC.
P.O. Box 17449 Terminal Annex
Denver, CO 80217
(303) 297-3663
Alan Koffler
Arnold Cruchley
Ralph Henry
Ray Holzcamp
Wholesale supplier in New Mexico, Texas, Colorado and Wyoming. Services Military and Retail Accounts with grocery, frozen and dairy products.

WESTERN MILITARY SALES
985 Moraga 3205
Lafayette, CA 94549
(415) 284-2385
Mel Coleman
Tom Coleman
Nat Rodgers
Military broker for Butcher Boy Foods, Bumble Bee Seafoods, Jones Dairy Farm, etc., with representation in Colorado, Arizona, Alaska, California and Hawaii.

WESTERN PUBLISHING COMPANY, INC.
1220 Mound Avenue
Racine, WI 53404
(414) 633-2431
Thomas B. Sweetman
Joseph A. Marino
James F. O'Donnell
Western produces books and activity products under four trademarks: Golden, Golden Press, Whitman and Scribbler. Included are books, games, coin supplies, puzzles, and educational products.

WHITE BROKERAGE COMPANY
2421 Schuster Drive
Cheverly, MD 20781
(301) 322-3332
Chet W. Tebo
Jeff Smith
Fred Zolonas
Manufacturers' representatives.

WILSON FOODS CORPORATION
4545 Lincoln Boulevard
Oklahoma City, OK 73105
(405) 525-4606
Larry Souder
Bob Arnold
Paul Ussery
Dick Wallace
Produces and sells ham, bacon, sausage, franks, fresh pork, vacuum packed pork ('RECIPE READY BRAND'), lamb, beef, veal and shortening.
SB 5-075

THE WINE GROUP
177 Post
Suite 550
San Francisco, CA 94108
(415) 986-8700
Dale Turner
Arthur A. Ciocca
O. Lynn McShane
The nation's fifth largest domestic winery producing MOGEN DAVID, MD 20/20, TRIBUNO VERMOUTH and FRANZIA CALIFORNIA WINES for resale to package stores, clubs, exchanges, embassies, and veterans canteens worldwide.

WINTER HILL FROZEN FOODS, INC.
Ten Otis Street
Westboro, MA 01581
(617) 366-9601
Harold Rudnick
George Duchaine
Carlo Ionnelli
Robert Nazarian
Distributor of frozen foods and chilled products to 17 commissaries in seven states (New England and Upper N.Y. state)

Wm. WRIGLEY, JR. COMPANY
410 North Michigan Avenue
Chicago, IL 60611
(312) 644-2121
D.M. Sharer, Jr.
James O'Connor
Kurt Schalk
Robert Togtman
Manufacturer and distributor of Wrigley chewing gum to military commissaries and exchanges worldwide
SB 5-111

No nonsense®

The Sensible Choice For Brand Quality And High Profit

No nonsense fashions

Ultra Sheer
No nonsense "Wide band knee highs"
Comfort Stride
No nonsense "Sheer to waist"
No nonsense "Control top" panty hose
No nonsense "Regular" panty hose

With higher profit margins than other major nationally advertised brands, No nonsense® gives you a preferred brand women ask for by name.

Our complete line of hosiery products, conveniently packaged and attractively displayed, is backed by a comprehensive advertising program featuring network television and leading women's magazine exposure.

In addition to enjoying higher profits and national advertising support, you'll feel confident knowing our selection of new and innovative styles meets the demands of today's most fashion conscious woman.

For higher profit margins and a complete selection of fine brand name products – choose No nonsense® Fashions.

No nonsense.®
The Choice For You And For Her.

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TELL ME MORE:
Send To: Harry Kunkel
No Nonsense Fashions, Inc.
P.O. Box 77057, Greensboro, NC 27407

NAME/TITLE ____________________

STORE/COMPANY ____________________

ADDRESS ____________________

Suave Sets The Pace In 5 Major HBA Categories!

Suave
Astringent Shampoo
Astringent Shampoo
Astringent Conditioner
Astringent Conditioner
EXTRA BODY
Suave
Baby Powder Fresh
SKIN LOTION
Suave
Vitamin E with PABA
SKIN LOTION
Suave
Moisturizing Shampoo
EXTRA BODY

Suave®

1982 Helene Curtis Ind. Inc. Chicago, Illinois 60639

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(As of August 10, 1983)

A

George E. Abbott & Co., Inc.
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Anstar-Sales & Marketing Services
Associated Brands Int'l, Inc.

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Bisek and Company, Inc.

C

Cambridge Group of Princeton
Century Sales, Inc.
Continental Military Marketing, Inc.

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Devon International Sales Co.
Donald W. Dickerson, Inc.
Dixon Marketing, Inc.
Don-Ron Company
Dunham & Smith Agencies, Inc.

E

L.J. Elkin, Inc.
Emco Sales Company, Inc.
Eurpac Service, Inc.
Exchange & Commissary Sales

F

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C. Forster GmbH
Four-Way Brokerage Co., Inc.

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Gateway Marketing

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Hamberger Enterprises, Inc.
J.T. Hervey & Associates, Inc.
Highplains Marketing Services, Inc.
Dick Hughes & Co., Inc.

I

IMBA Sales Company

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Joan M. Johnson Company

K

John K. Kealy Company
K n R Sales Company

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Loyal Trading International, Ltd.

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Monroe & Associates, Inc.
Muncey Marketing International

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Overseas Service Corporation

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Francois L. Schwarz, Inc.
Phil Singer Associates, Inc.
Budd Steele Company
Harold S. Stein & Associates
Stewart & Witt Company of Alaska, Inc.
Swan Sales Corporation

T

Telma Electronics GmbH
3M Deutschland GmbH
Trans European Marketing, Inc.
Trinity Marketing Corporation
Tri-West Distribution, Inc.

W

W.D. Warren Company KG
Webco USA, Inc.
Western Military Sales

Durkee
BLACK PEPPER
PURE GROUND BLACK PEPPER
DURKEE FAMOUS FOODS

IF YOUR SPICE CENTER ISN'T A TOP SALES CENTER, START DOING BUSINESS WITH DURKEE.®

Because at Durkee, the way our people service you means more sales for you.

Durkee Retail Merchandisers are trained and qualified to service your spice and seasoning center in a way that results in minimum inventory without out-of-stock problems.

They erect and maintain hard-selling displays and keep you informed on new items, promotions, and merchandising ideas.

They unfailingly keep your shelves properly stocked to take full advantage of seasonal movement, by item, by product. Promoting the right spices at the right time of the year.

As part of their daily job, our people assume complete responsibility, where allowable, for the spice, extract, and seasonings department. They order, price, stock, rotate, dust, and even take care of periodic department overhauls.

So when you start doing business with Durkee, you get dependable professional help from our Retail Merchandisers, whose prime job is to increase sales in your spice center, and help you realize the full potential of the Durkee line.

And there are more sales for you in these other Durkee products, too.

Because Durkee is a spice company, and a whole lot more.

Durkee is french fried onions, potato sticks, olives, barbecue sauce, sauce and gravy mixes, coconut, cherries, pickles, onions, hors d'oeuvres, Famous Sauce, canned fish and seafood, cooking wines, and cake decorations. In fact, Durkee is over 350 different products.

Products that mean more sales for you.

Durkee

SCM. DURKEE FAMOUS FOODS
SCM CORPORATION

24600 Center Ridge Road, Westlake, Ohio 44145. Phone 216-771-5121.

INDEX TO ALA MEMBER DISTRIBUTORS

(As of August 10, 1983)

A

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Lewis Bear Co.
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Birtchered Dairy, Inc.
Bluebird Distributing Co.
Boudreaux Distributing Co.
Burke Distributing Co., Inc.

C

C & S Wholesale Grocers
California & Washington Co.
California Military Distributors, Inc.
California Pacific Associates
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Century Sales, Inc.
Chalmers Distributors, Inc.
Coca-Cola Bottling Co.
Coca-Cola Company Foods Div.

D

Devon International Sales Co.
Dykstra Sales

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Ehrlich Foods

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Food Service Co.
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B. Green & Company

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Hoerter Provision Co., Inc.
Hudson-Thompson, Inc.
M.O. Carroll Military Sales Div.

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Jillson Distributors, Inc.
Johnson Brothers Distributors

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M. Loeb/Tidewater Wholesale Grocery Corp., Inc.
Lykes Pasco Packing Company

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Mid-Atlantic Coca-Cola Bottling Company
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Military Distributors, Inc.
Military Distributors of Virginia, Inc.
Muncey Marketing International

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National, Inc.
National Industries for the Blind
New Century Beverage Co.
Norton Food Company, Inc.

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P.A. & S. Small Co.
Pantry Shelf
Plantation-Sysco
Post Sales & Service, Inc.
Potomac Food Distributors
S. Prawer & Company
Procter & Gamble Distributing Company

Q

Quality Brands Distributing

R

C.B. Ragland Company

S

Jos. Schlitz Brewing Company
Scrivner, Inc.
Seiko Time Corporation
Select Sysco Foods, Inc.
Service Deli, Inc.
J.A. Sharoff & Company
Specialty Food Distributors, A Div. of Bud Suarez, Inc.
Spilman Company, Inc.
Sterling Downey Sales Company
Sweeney & Company
Sweet Life Foods/Northboro Div.

T

Tasty Distributing, Inc.
Tolona Pizza Produkte GmbH
Tri-West Distribution, Inc.

W

West Coast Grocery Company
Western Grocers, Inc.
Winter Hill Frozen Foods, Inc.

Don-Ron Company

HAS THE SOUTHEAST COVERED

"SERVING AMERICA'S FINEST"

For 15 years, Don-Ron Company has provided concentrated coverage of the military resale market for quality suppliers...focused on the Southeastern states. Army, Navy, Air Force, Marines, Coast Guard ...commissaries, exchanges, clubs...we know the buyers in our area, and we make sure they know our principals' products. We're proud to be "Serving America's Finest!"

Don-Ron Company
Post Office Box 363
Erwin, North Carolina 28339
Telephone: (Area Code 919) 897-5542 • 897-8849

INDEX TO ALA MEMBERS

(As of August 10, 1983)

HOW TO USE THIS DIRECTORY:

This directory has adopted a new format organizing *all* classifications of ALA members into a single, alphabetized listing. The information reflects the latest address and telephone number for each individual listed as of August 10, 1983.

Because the individuals listed in the **ALA Industry Members** directory may not necessarily be located at the listed company's address or telephone number, it is important that reference be made to this index, which includes all company "umbrella" members.

Important Note: This index will also provide the ALA Chapter affiliation, where applicable, of all ALA members. The chapter number appears in parentheses beside each name. Use the following key to interpret chapter affiliations:

- (01) Alamo Chapter
- (02) Baltimore Chapter
- (03) Carolina Chapter
- (04) Hampton Roads Chapter
- (05) Chicago Chapter
- (06) Central European Chapter
- (07) Hawaii Chapter
- (08) Japan Chapter
- (09) New England Chapter
- (10) Northern California Chapter
- (11) Northwest Chapter
- (12) Peachtree Chapter
- (13) Tampa/South Florida Chapter
- (14) Rocky Mountain Chapter
- (15) Southern California Chapter
- (16) Washington, D.C. Chapter
- (17) New York Chapter
- (98) Member-at-Large
- (L) Life Member

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617-534-2522

Original Blend
Purina
Cat Chow

who makes the military market pur-r-r?

D&S

Purina© gives military pets a balanced diet. D & S, their military marketing agency, feeds Purina the same kind of fare. Dunham & Smith mixes a hearty portion of service with plenty of specialized knowledge — for healthy, growing, world-wide sales. Maybe that's why all D & S principals are such happy cats. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

BEST OF DISNEY
Betty Crocker's COOKBOOK
The MANY FACES OF ERNIE

who books the business in the military market?

D&S

Dunham & Smith's record makes good reading, too. As military marketing agency for Western Publishing Co., and a limited number of other prime principals, D & S never lets you "lose your place" — on book shelves, or any other shelves. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

Libby's
Libby's
Libby's
Corned Beef

Libby's
Libby's
Libby's
NATURAL PACK
CORN

who puts the cans in the military basket?

D&S

Food for thought! D & S does the military marketing for top quality LIBBY'S brand products. Ask Libby, McNeill & Libby or Seneca Foods about the healthy diet of hearty, zesty sales and satisfying services D & S cooks up for them. Whet your appetite? Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

NEW
A.H. ROBINS
Robitussin
Night Relief
COLDS FORMULA

who clears up military congestion?

D&S

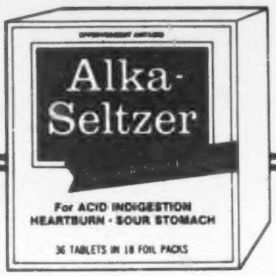
Robitussin provides continuous decongestant action. So does Dunham & Smith their military marketing agency. Fast action, sales action . . . for a limited number of top brand name manufacturers who feel better all day, sleep better all night and breathe easier because of the unique and effective D & S action formula. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

Stokely's
SIZE W
Vegetables sized
potatoes carrots
Winter Garden
Frozen Vegetables
grade A fancy

who has hot sales in military freezers?

D&S

D & S and United Foods make military frozen foods sales sizzle with hot selling brands like WINTER GARDEN and STOKLEY's. If your frozen food sales are frigid, call us and we'll show you how to turn your frozen assets into cold cash. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.


Alka-Seltzer
For ACID INDIGESTION
HEARTBURN • SOUR STOMACH
36 TABLETS IN 18 FOIL PACKS

who cures military marketing headaches?

D&S

Dunham & Smith, plus Alka Seltzer, gives you quick relief from military market upsets. The D & S sales philosophy "bubbles", (like Alka Seltzer). It's especially effective taken *before* an upset occurs. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

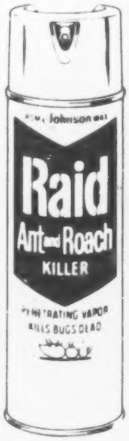
CERTI·FRESH
Frozen Seafood

who fries the fish in the military market?

D&S

D & S and Rupert's CERTI-FRESH . . . That's who! Dunham & Smith's worldwide services keep them and a limited number of other top brand name manufacturers in the swim. If your military sales are drowning, we can help. And that's no fish story! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

who kills military marketing bugs dead?


Johnson
Raid
Ant and Roach
KILLER
PENETRATING VAPOR
KILLS BUGS DEAD

D&S

S.C. Johnson's RAID is the world's leading insect executioner. They chose Dunham & Smith to handle their military marketing. If you've got "bugs" in your military sales, call us. We'll crawl all over them! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

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TASTY
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TASTY
MEAT
MANICOTTI
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the traveler 74.9% flew on a commercial airline last year, taking an average 3.47 domestic flights and 2.43 foreign flights.

the entertainer 87.3% consume or serve coffee or tea each month, 90.2% a soft drink, 76.8% a beer and 88% consume or serve an alcoholic beverage each month.

the cook 33.9% own a microwave oven, compared to 25% for the national average.

the audio/video-phile 61.7% own a component hi-fi system, twice the national average. And 23.2% own a videocassette recorder, nearly *four times* the national average.

the driver 90.7% own a car, a higher market penetration than California. The average OFF DUTY reader owns 1.76 vehicles, compared to the national average of 1.53.

Source of reader statistics: the OFF DUTY 1983 Readership Survey by Mark Clements Research, Inc. Copy available from your OFF DUTY representative.

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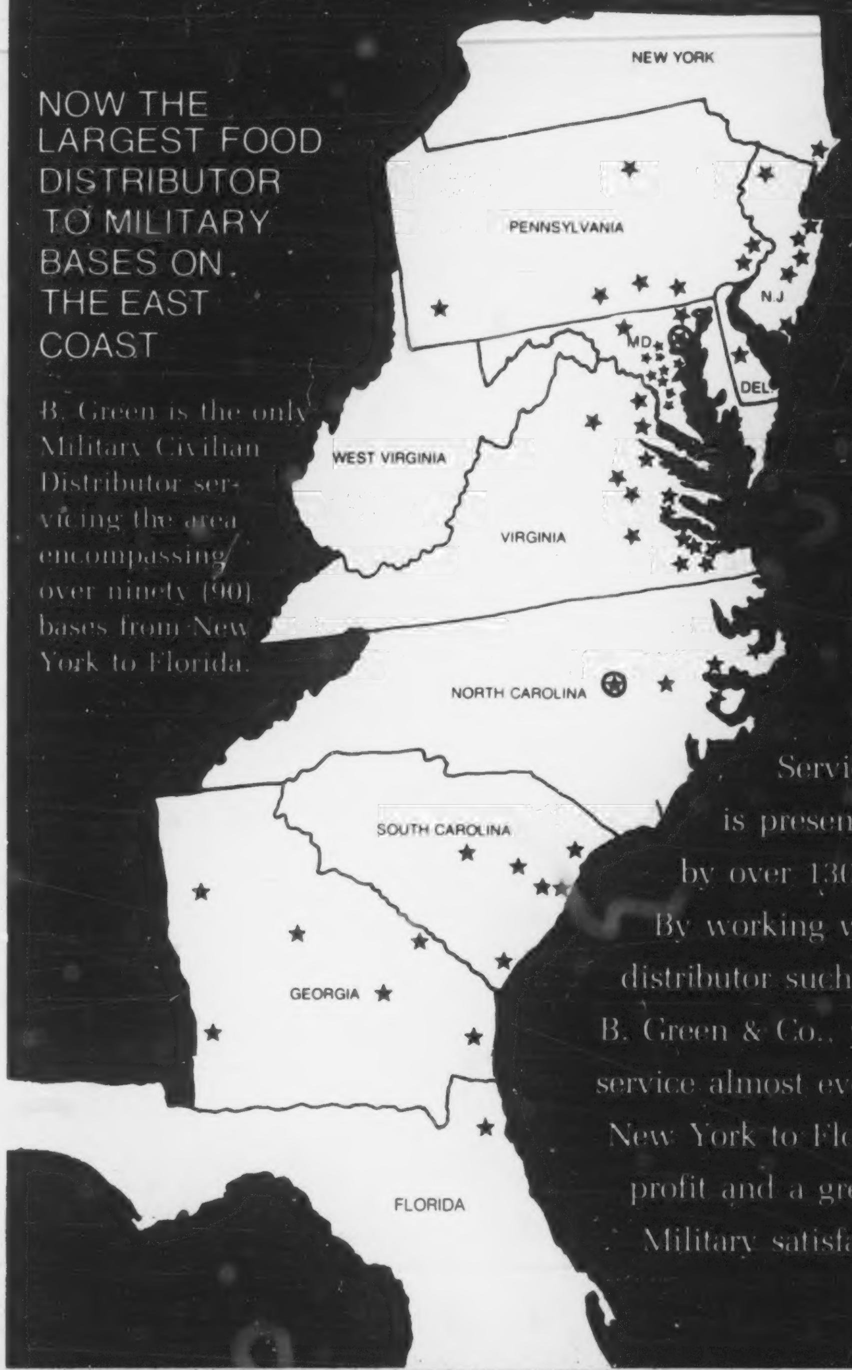

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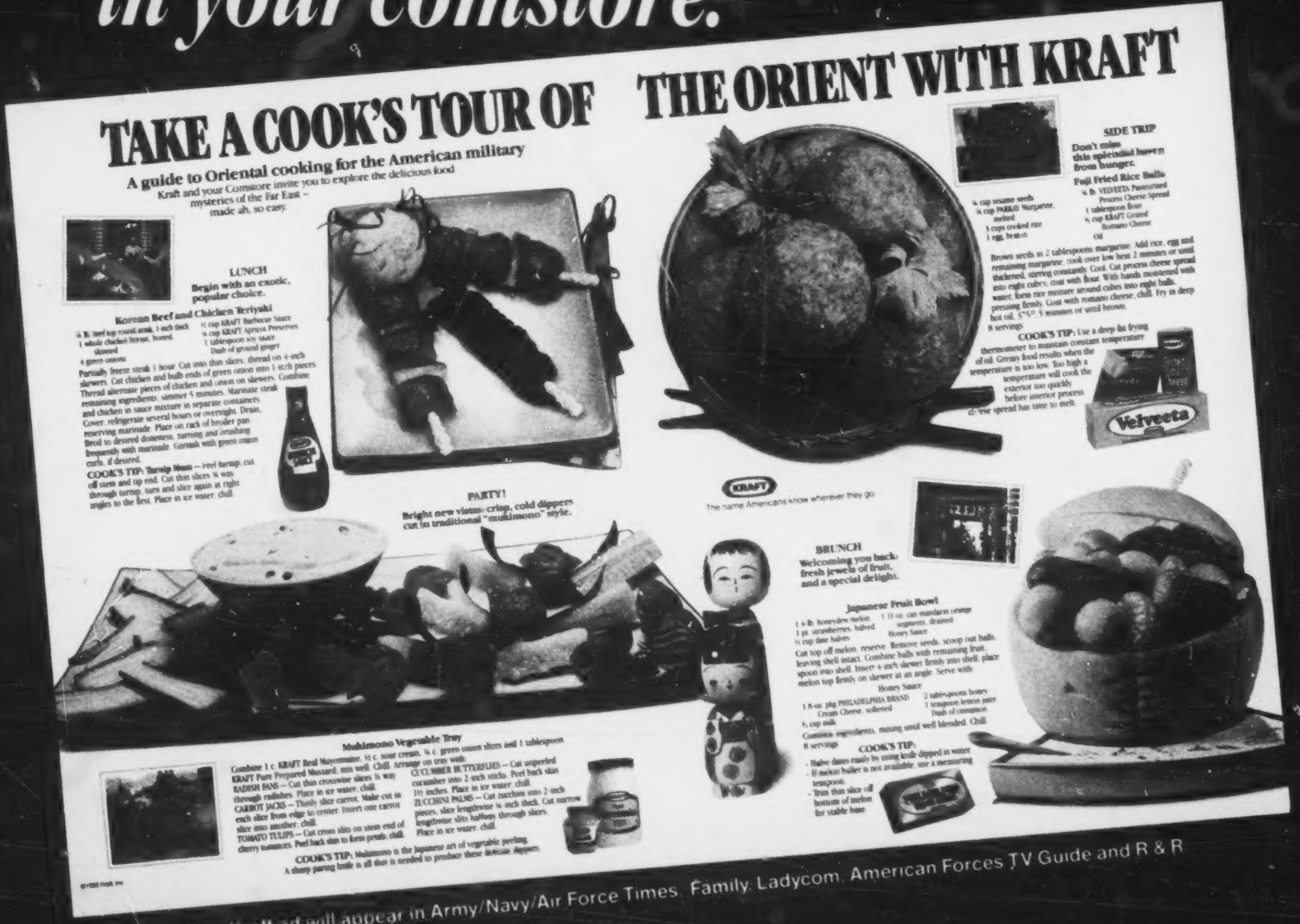


TAKE A COOK'S TOUR OF THE ORIENT WITH KRAFT

A guide to Oriental cooking for the American military

Kraft and your Comstore invite you to explore the delicious food mysteries of the Far East – made ah, so easy.

LUNCH

Begin with an exotic, popular choice.

Korean Beef and Chicken Teriyaki

¾ lb. beef top round steak, 1-inch thick
1 whole chicken breast, boned, skinned
4 green onions
⅓ cup KRAFT Barbecue Sauce
¼ cup KRAFT Apricot Preserves
1 tablespoon soy sauce
Dash of ground ginger

Partially freeze steak 1 hour. Cut into thin slices; thread on 4-inch skewers. Cut chicken and bulb ends of green onion into 1-inch pieces. Thread alternate pieces of chicken and onion on skewers. Combine remaining ingredients; simmer 5 minutes. Marinate steak and chicken in sauce mixture in separate containers. Cover; refrigerate several hours or overnight. Drain, reserving marinade. Place on rack of broiler pan. Broil to desired doneness, turning and brushing frequently with marinade. Garnish with green onion curls, if desired.

COOK'S TIP: Turnip Mum — Peel turnip; cut off stem and tip end. Cut thin slices ¾ way through turnip; turn and slice again at right angles to the first. Place in ice water; chill.

SIDE TRIP

Don't miss this splendid haven from hunger.

Fuji Fried Rice Balls

¼ cup sesame seeds
¼ cup PARKAY Margarine, melted
3 cups cooked rice
1 egg, beaten
¼ lb. VELVEETA Pasteurized Process Cheese Spread
1 tablespoon flour
⅓ cup KRAFT Grated Romano Cheese
Oil

Brown seeds in 2 tablespoons margarine. Add rice, egg and remaining margarine; cook over low heat 2 minutes or until thickened, stirring constantly. Cool. Cut process cheese spread into eight cubes; coat with flour. With hands moistened with water, form rice mixture around cubes into eight balls, pressing firmly. Coat with romano cheese; chill. Fry in deep hot oil, 375°, 5 minutes or until brown.
8 servings

COOK'S TIP: Use a deep-fat frying thermometer to maintain constant temperature of oil. Greasy food results when the temperature is too low. Too high a temperature will cook the exterior too quickly before interior process cheese spread has time to melt.

PARTY!

Bright new vistas: crisp, cold dippers cut in traditional "mukimono" style.

KRAFT
The name Americans know wherever they go

BRUNCH

Welcoming you back: fresh jewels of fruit, and a special delight.

Japanese Fruit Bowl

1 4-lb. honeydew melon
1 pt. strawberries, halved
½ cup date halves
1 11-oz. can mandarin orange segments, drained
Honey Sauce

Cut top off melon; reserve. Remove seeds; scoop out balls, leaving shell intact. Combine balls with remaining fruit; spoon into shell. Insert 4-inch skewer firmly into shell; place melon top firmly on skewer at an angle. Serve with Honey Sauce.

Honey Sauce

1 8-oz. pkg PHILADELPHIA BRAND Cream Cheese, softened
⅓ cup milk
2 tablespoons honey
1 teaspoon lemon juice
Dash of cinnamon

Combine ingredients, mixing until well blended. Chill.
8 servings

COOK'S TIP:

- Halve dates easily by using knife dipped in water.
- If melon baller is not available, use a measuring teaspoon.
- Trim thin slice off bottom of melon for stable base.

Mukimono Vegetable Tray

Combine 1 c. KRAFT Real Mayonnaise, ½ c. sour cream, ¼ c. green onion slices and 1 tablespoon KRAFT Pure Prepared Mustard; mix well. Chill. Arrange on tray with:

RADISH FANS — Cut thin crosswise slices ¾ way through radishes. Place in ice water; chill.

CARROT JACKS — Thinly slice carrot. Make cut in each slice from edge to center. Insert one carrot slice into another; chill.

TOMATO TULIPS — Cut cross slits on stem end of cherry tomatoes. Peel back skin to form petals; chill.

CUCUMBER BUTTERFLIES — Cut unpeeled cucumber into 2-inch sticks. Peel back skin 1½ inches. Place in ice water; chill.

ZUCCHINI PALMS — Cut zucchini into 2-inch pieces; slice lengthwise ¼-inch thick. Cut narrow lengthwise slits halfway through slices. Place in ice water; chill.

COOK'S TIP: Mukimono is the Japanese art of vegetable peeling. A sharp paring knife is all that is needed to produce these [illegible] dippers.

©1983 Kraft, Inc.

This Kraft ad will appear in Army/Navy/Air Force Times, Family, Ladycom, American Forces TV Guide and R & R

The products they see in this ad...

©1983 Kraft, Inc.

This Kraft recipe ad invites your customers along on an exciting adventure in eating. And once they've seen these delicious dishes in military magazines, they'll be raring to go! Your Kraft representative has a sales bag full of ways to guide you and your customers to their delicious destination, with sidetrips to many Kraft products. He'll show you how to set up bright, appetizing displays of the recipe ingredients. So ask him how to make the most of these ideas next time he comes in. He'll be a helpful guide.

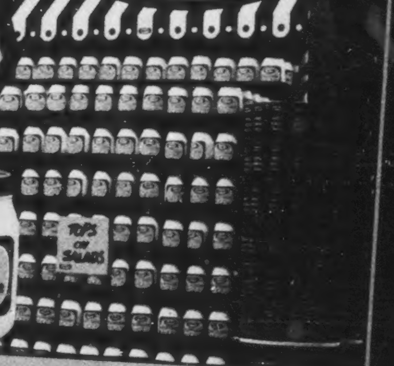
A spicy destination—display plenty of it.

HOT
BARBECUE SAUCE

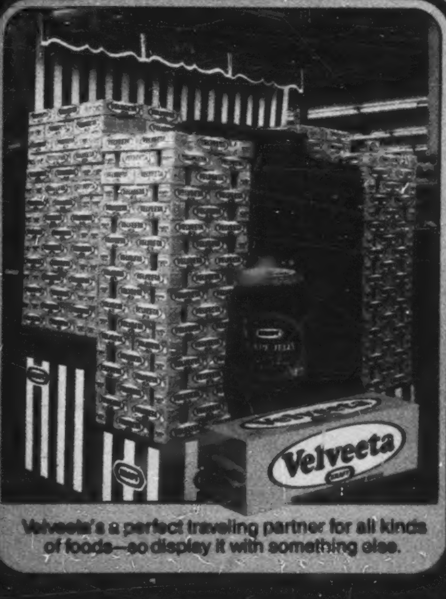
KRAFT
PARKAY
light Spread

Guide them to this golden destination with a big display of Parkay.

Add some tang to their trip by making it easy to find. Kraft Mustard's right at home with meats and cheese.

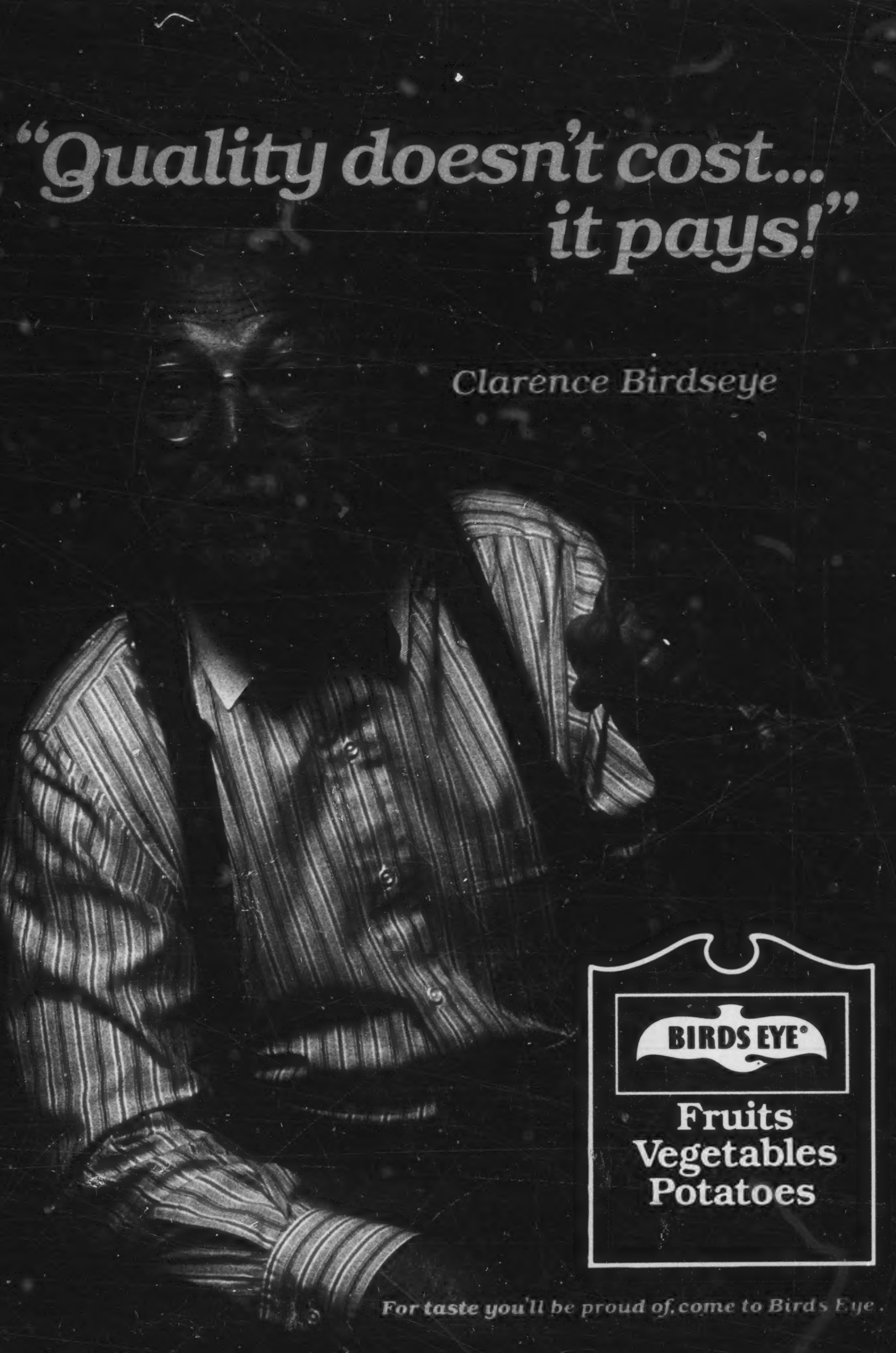

KRAFT
Grated Parmesan Cheese
KRAFT
REAL
Mayonnaise
TOPS OF SALADS

Smooth the way—guide them to our creamy mayonnaise with a tempting display like this.



Velveeta's a perfect traveling partner for all kinds of foods—so display it with something else.

...are the products they'll look for in your displays.



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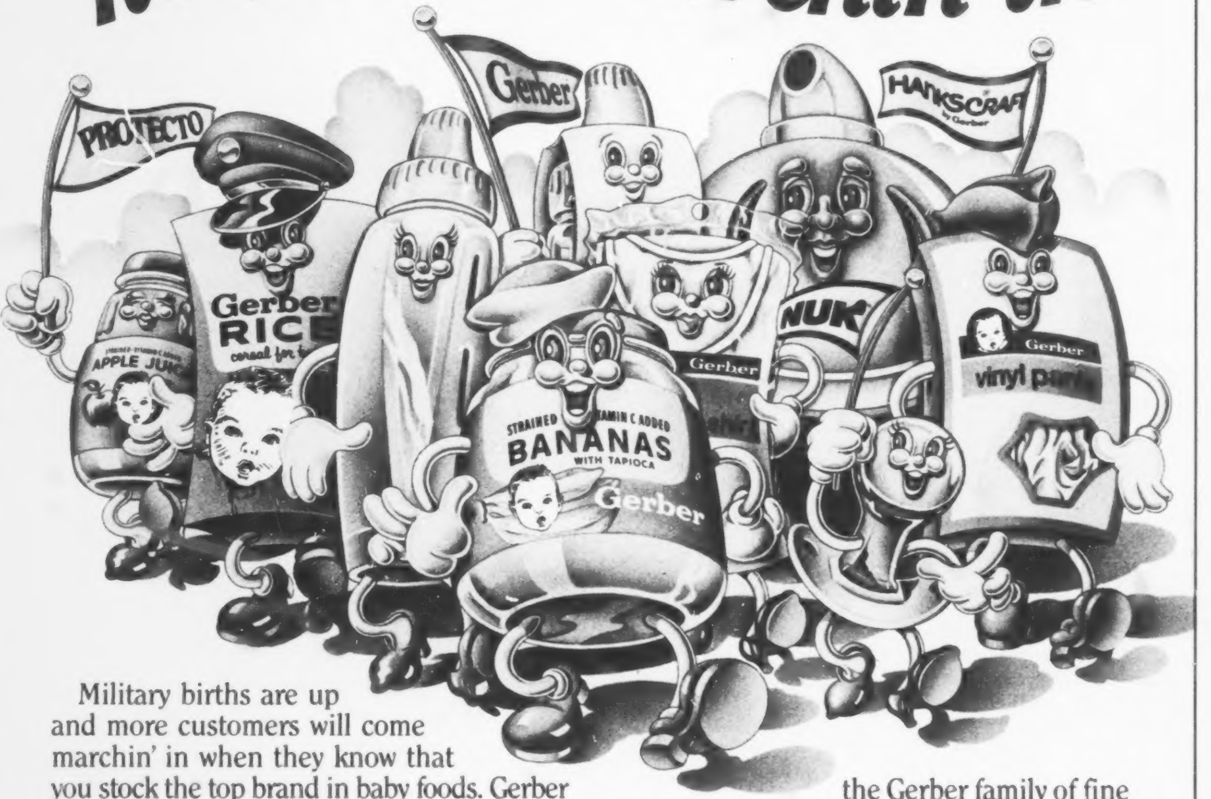
♫ "keeps 'em marchin' in" ♫



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Gerber doesn't stop with baby food either… there is a complete line of General Merchandise products under the Gerber, Hankscraft®, NUK®, and Protecto® brand names. All products have the same quality that builds and maintains confidence and preference among consumers.

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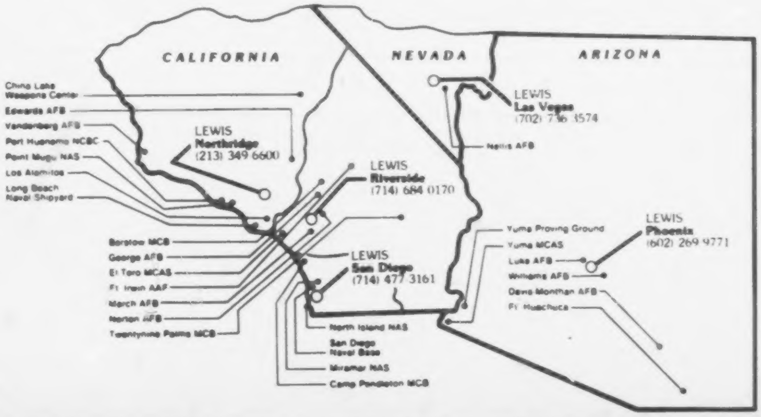
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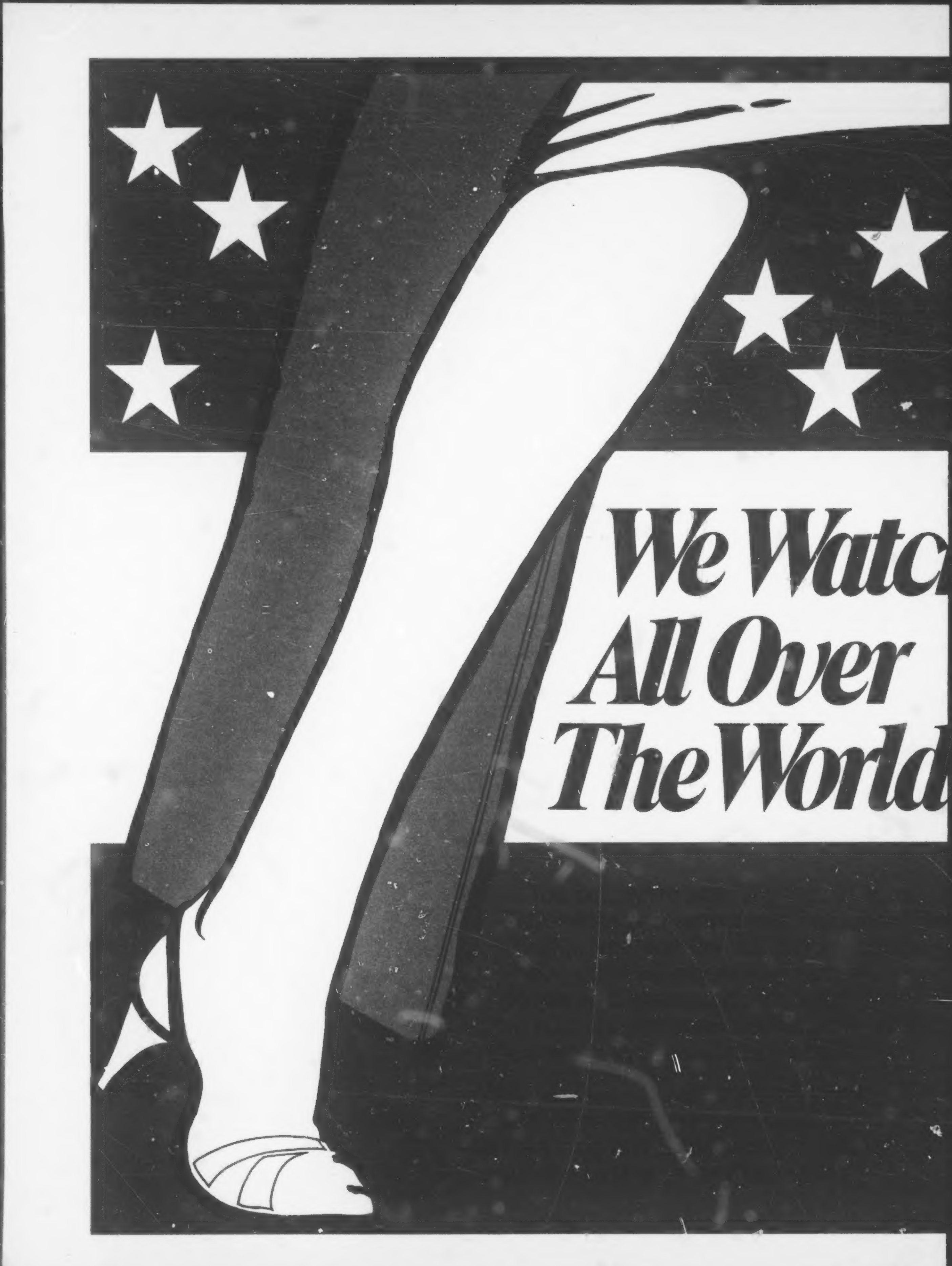
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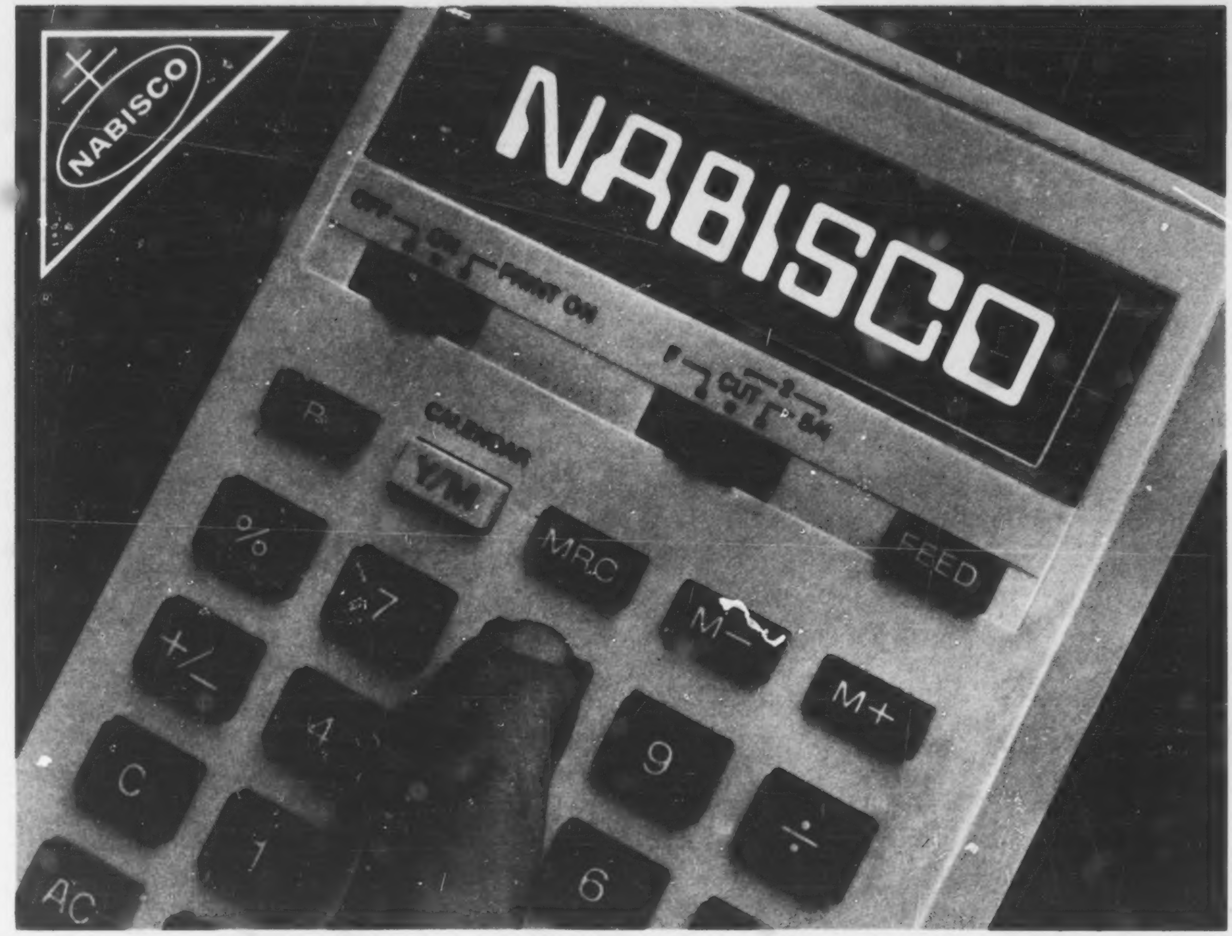

Maximize Your Total Patron Savings

It's simple economics.

Nabisco sells more cookies and crackers than anyone else. So when you figure total patron savings, remember it comes down to total dollars saved. More sales, more savings. Simple.

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At Johnson Products Company we know what your Black consumer wants in hair care products because:

- We understand their unique needs and desires. As a result, our products have the benefits they want and our advertising carries the right message in the right mediums to generate consumer trial and repurchase.
- We have the technical ability to develop and manufacture products of superior quality to meet these needs and desires. In fact, we probably have the country's largest research center devoted exclusively to developing Black hair care and cosmetic products. Between May, 1981 and October, 1982 alone, Johnson Products Company successfully introduced 11 new retail items. In addition, the Johnson Products Research Center has proba-

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Oil Sheen & Comb Out Conditioner
Tender Treatment
Ultra Curl
Moisture Attracting Gel Curl Activator
Curl Activator
Super Moisturizing Formula
Conditioner
Hairdress
Gentle-Treatment
Conditioning creme relaxer
New!
Gentle-Treatment

bly developed more patented products specifically for the Black hair care market than any other company.

Johnson Products Company's consumer products are in broad retail distribution with high consumer awareness. We have 43 retail items under these familiar brand names: Afro Sheen, Classy Curl, Gentle-Treatment, Tender Treatment, Ultra Curl, and Ultra Sheen. Many of the items from the various lines are pictured above. For the best mix in hair care products to satisfy Black consumers, you need the entire line from Johnson Products Company.

Contact your Mid-States Marketing Representative for Commissaries. Or, for Commissaries and Exchanges, call Neal Harris, Director of Military Sales, at **800-621-0862.**

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Count on us to keep the bases covered.

Carnation Company shares a goal with the military—to supply service people and their families with quality merchandise at affordable prices.

These days, that's not an easy job for commissaries and exchanges. But our sales personnel are always ready to help. Their experience with promotions and merchandising techniques can help increase efficiency and reduce overhead costs to give you more of an edge over off-post competition.

So just give us a call and we'll be there with all the help we can muster.

Carnation.

Carnation Company
Government Sales Division
Los Angeles, California 90036

- CARNATION Instant Breakfast
- CARNATION Breakfast Bars
- SLENDER® Instant Diet Food
- SLENDER® Liquid Diet Meal
- SLENDER® Diet Meal Bars
- CARNATION® Hot Cocoa Mix
- CARNATION® Instant Nonfat Milk
- COFFEE-MATE® Non-dairy Creamer
- CONTADINA® Tomato Sauce
- CONTADINA® Tomato Paste
- CONTADINA® Stewed Tomatoes
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- SWIFT PREMIUM Canned Meat Products
- FRISKIES® BUFFET® Canned Cat Food
- LITTLE FRISKIES® Dry Cat Dinner
- CHEF'S BLEND® Dry Cat Dinner
- FRISKIES® Canned Cat Food
- BRIGHT EYES® Canned Cat Food
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- MIGHTY DOG® Canned Dog Food
- FISH AHOY® Dried Cat Dinner

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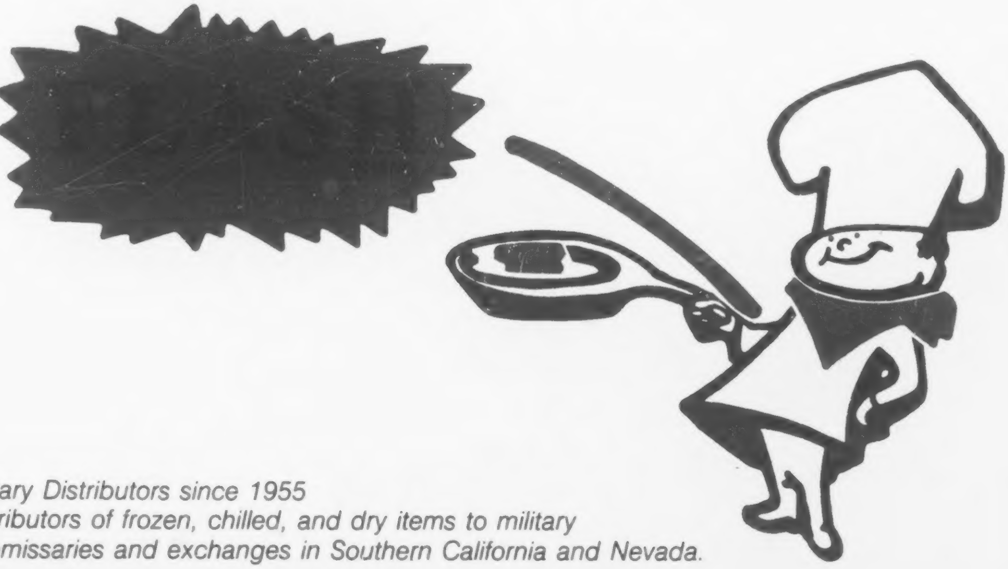

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Oscar Mayer

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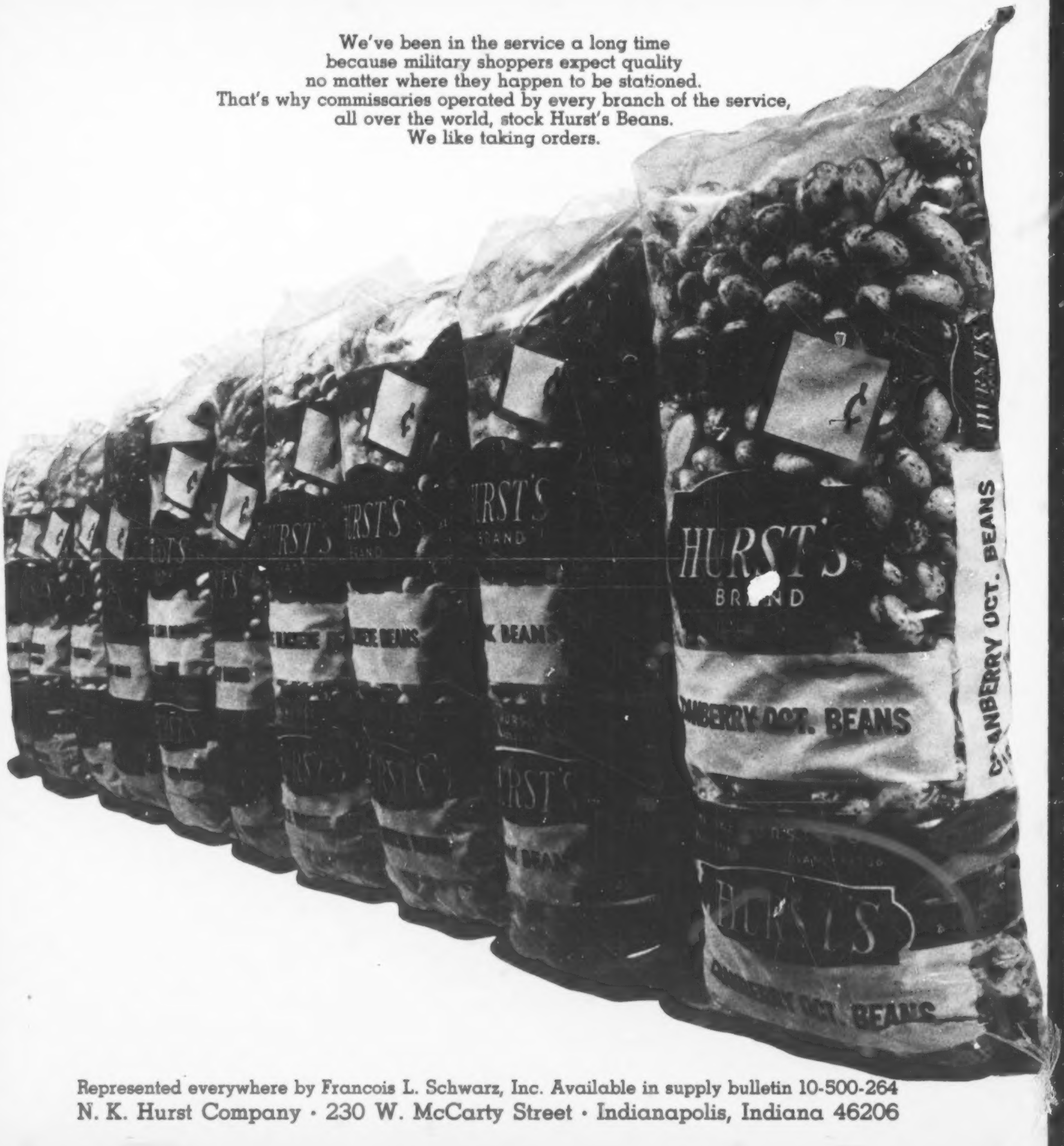
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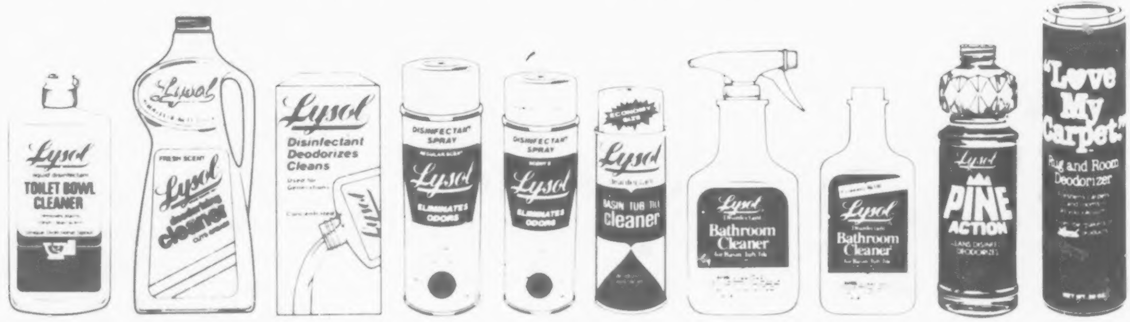

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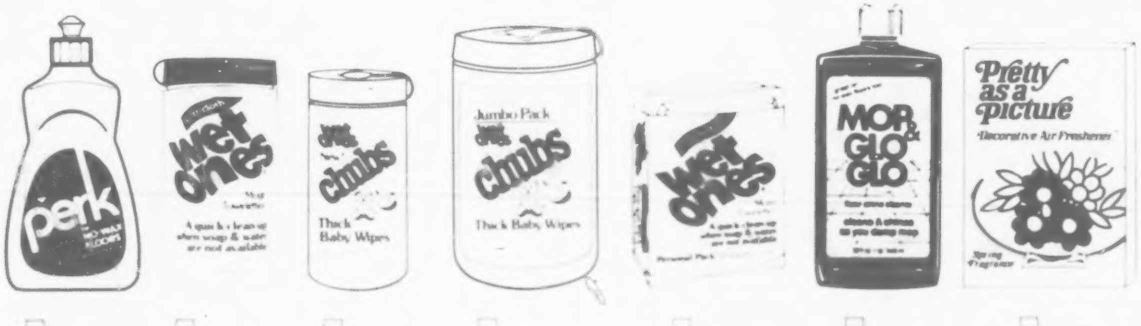

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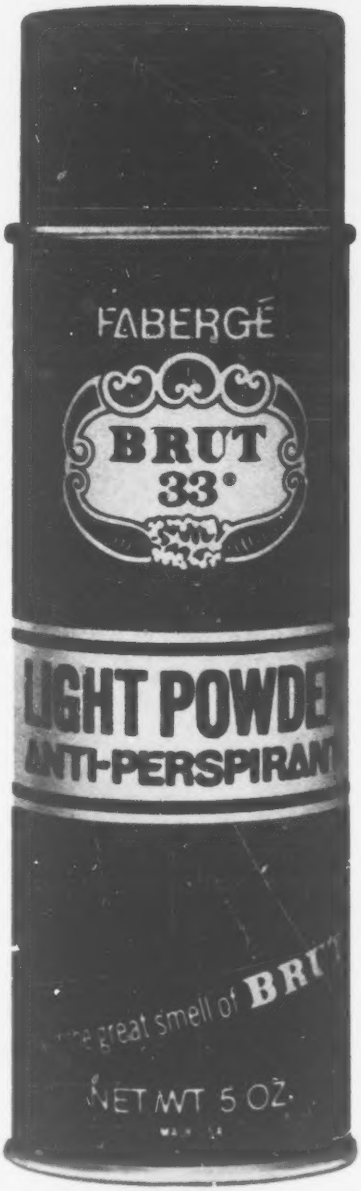

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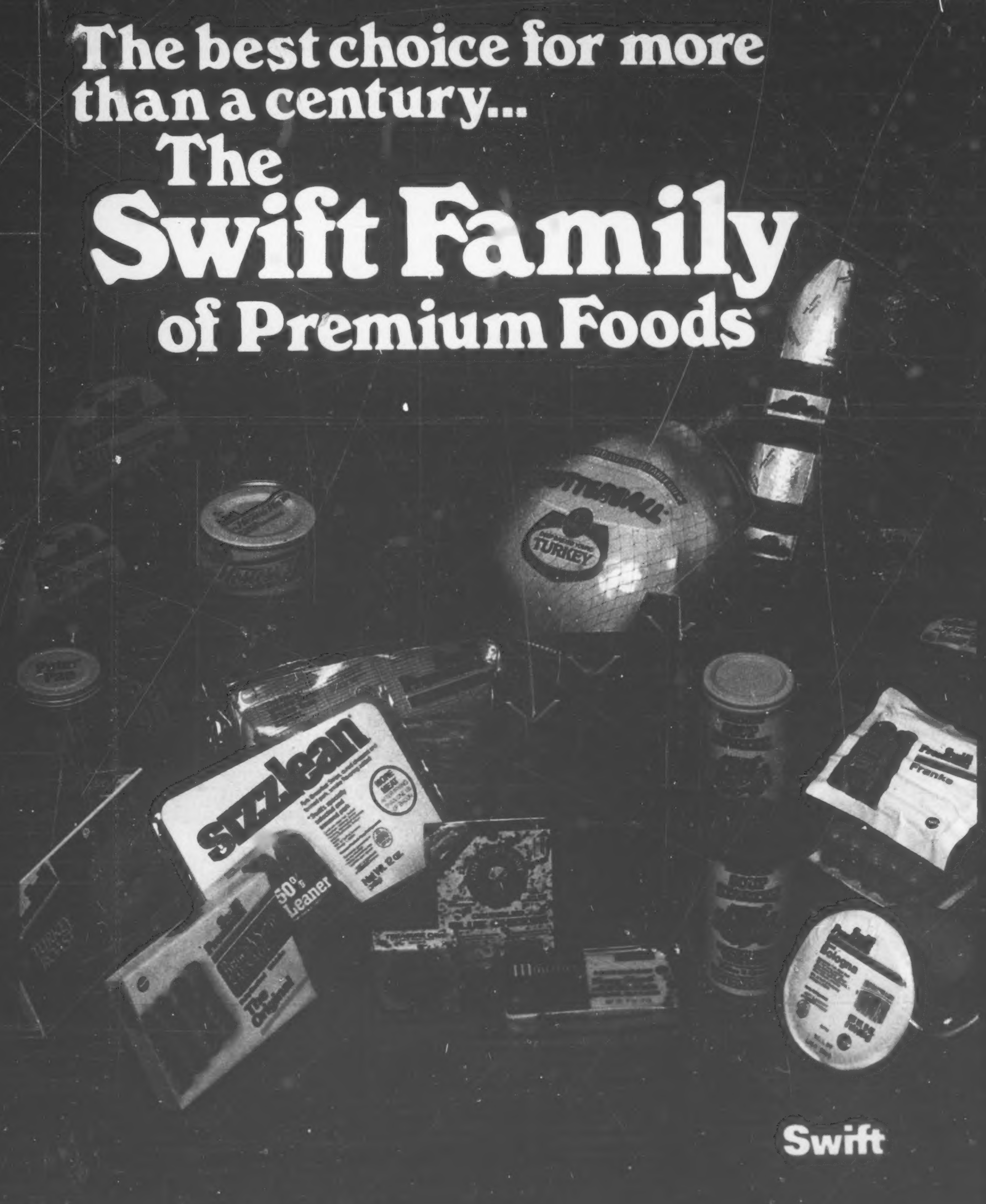
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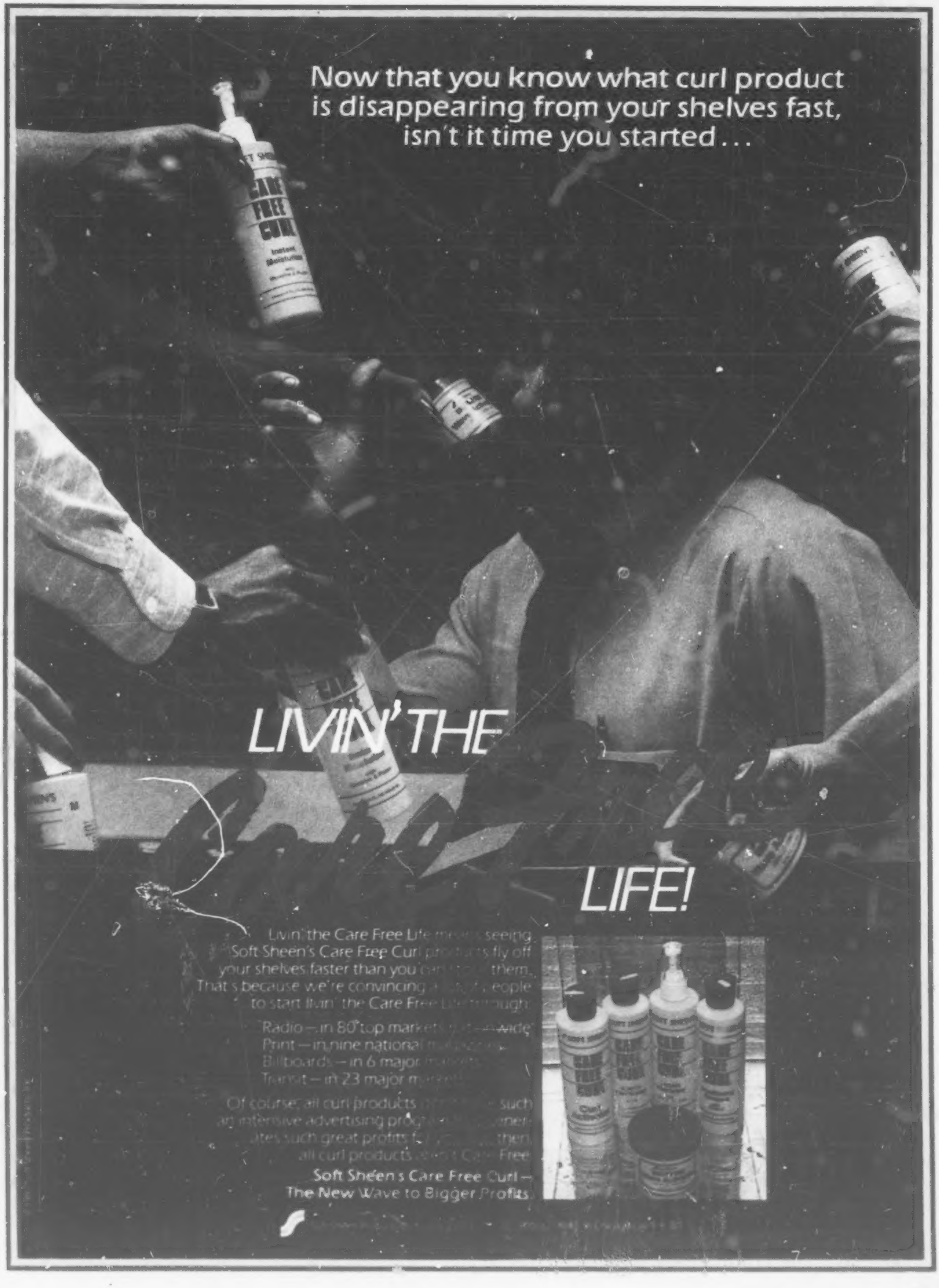

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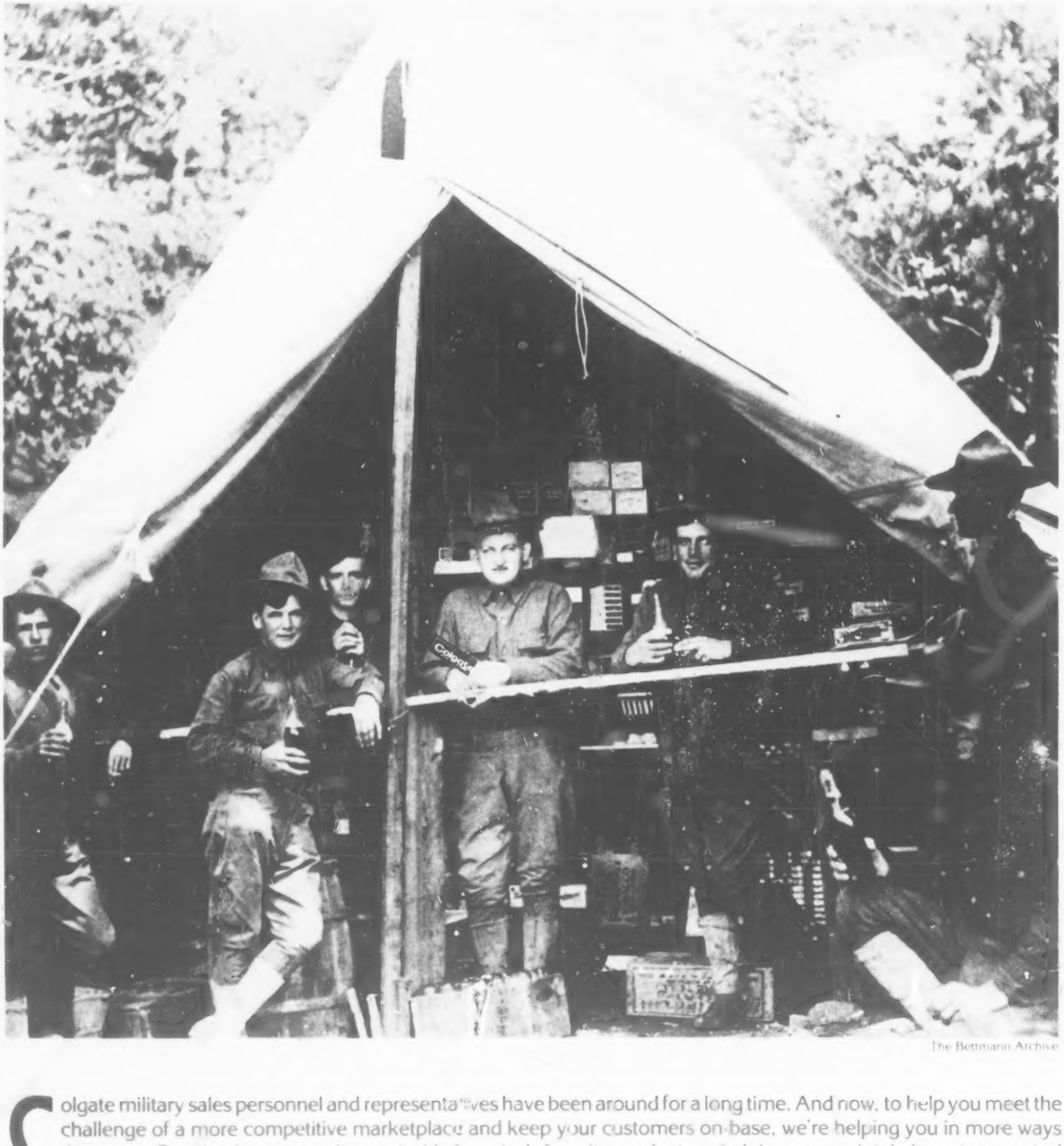

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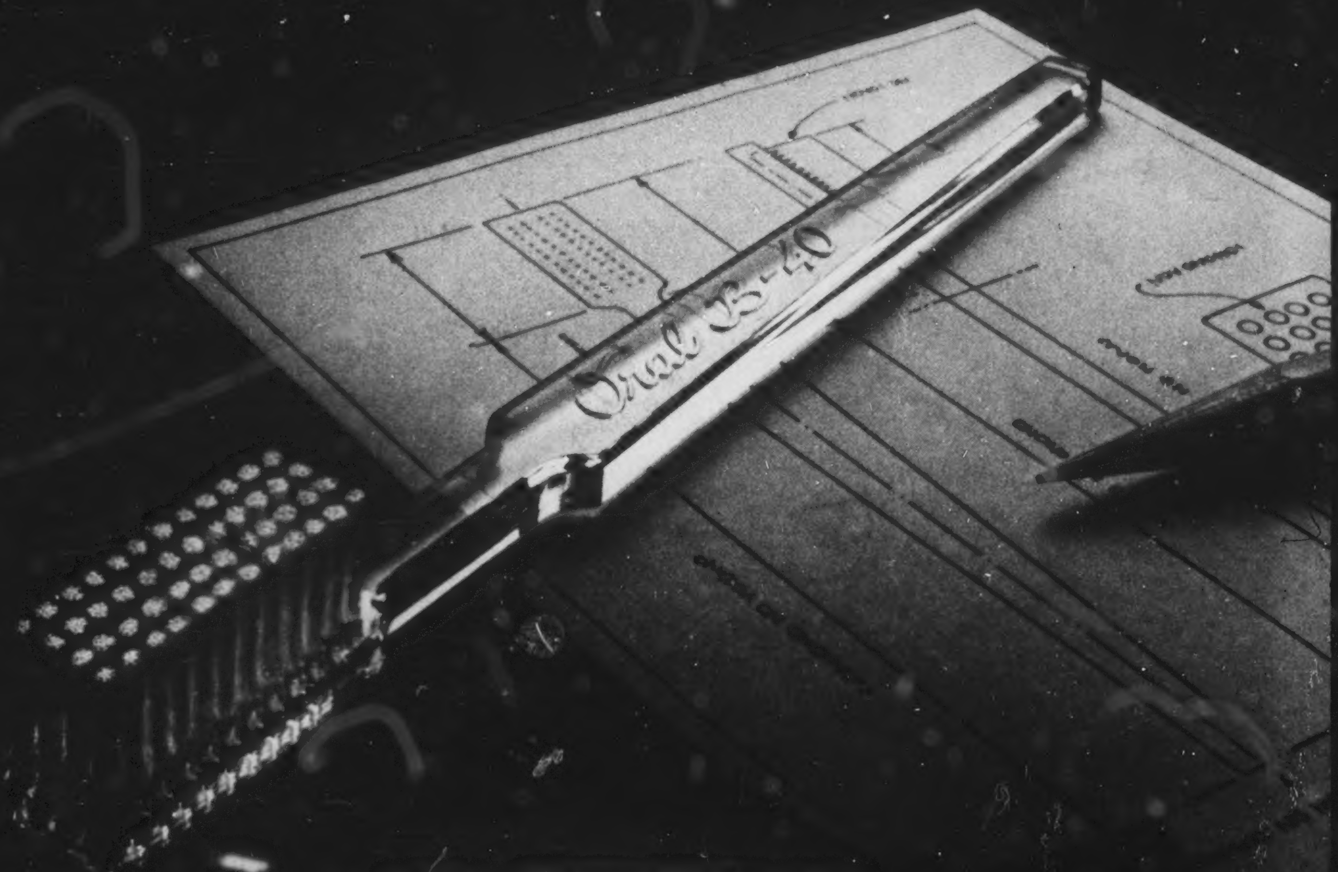

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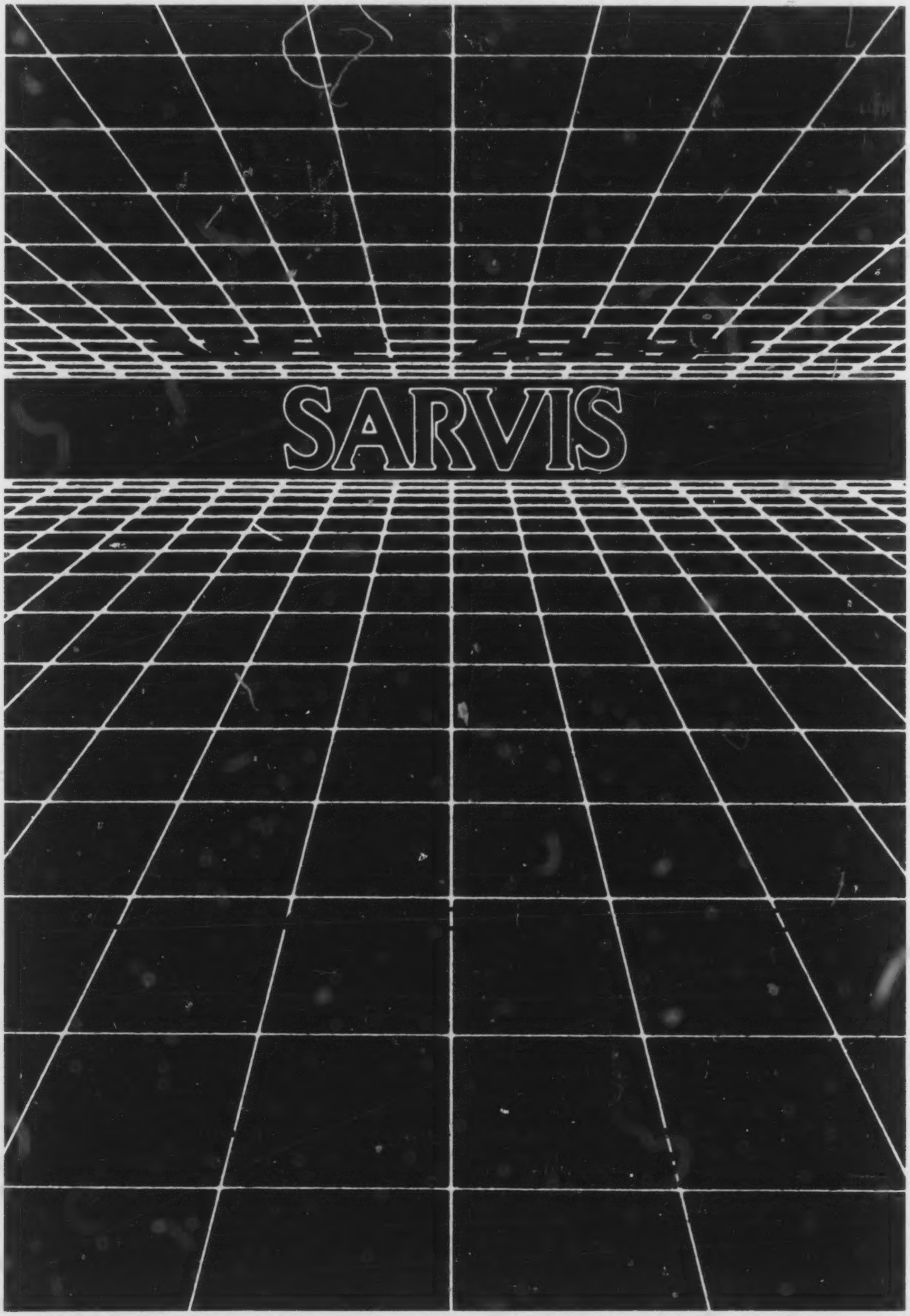

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To make sure that Keebler crackers and cookies reach you while they're still fresh and tasty, the elves have set up 70 strategically located Keebler distribution centers across the United States. So they're only an elfin distance away from every Conus commissary and exchange.

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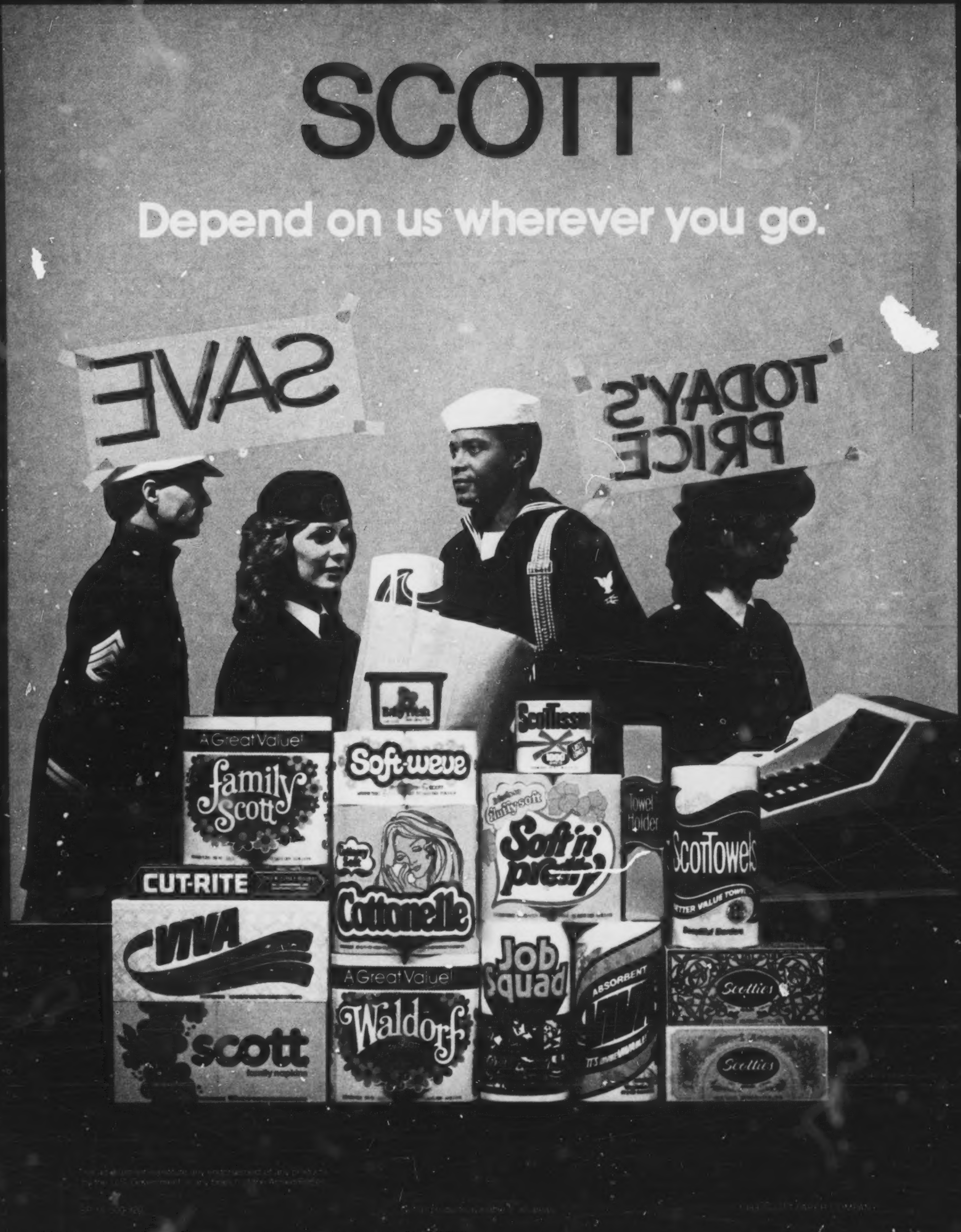
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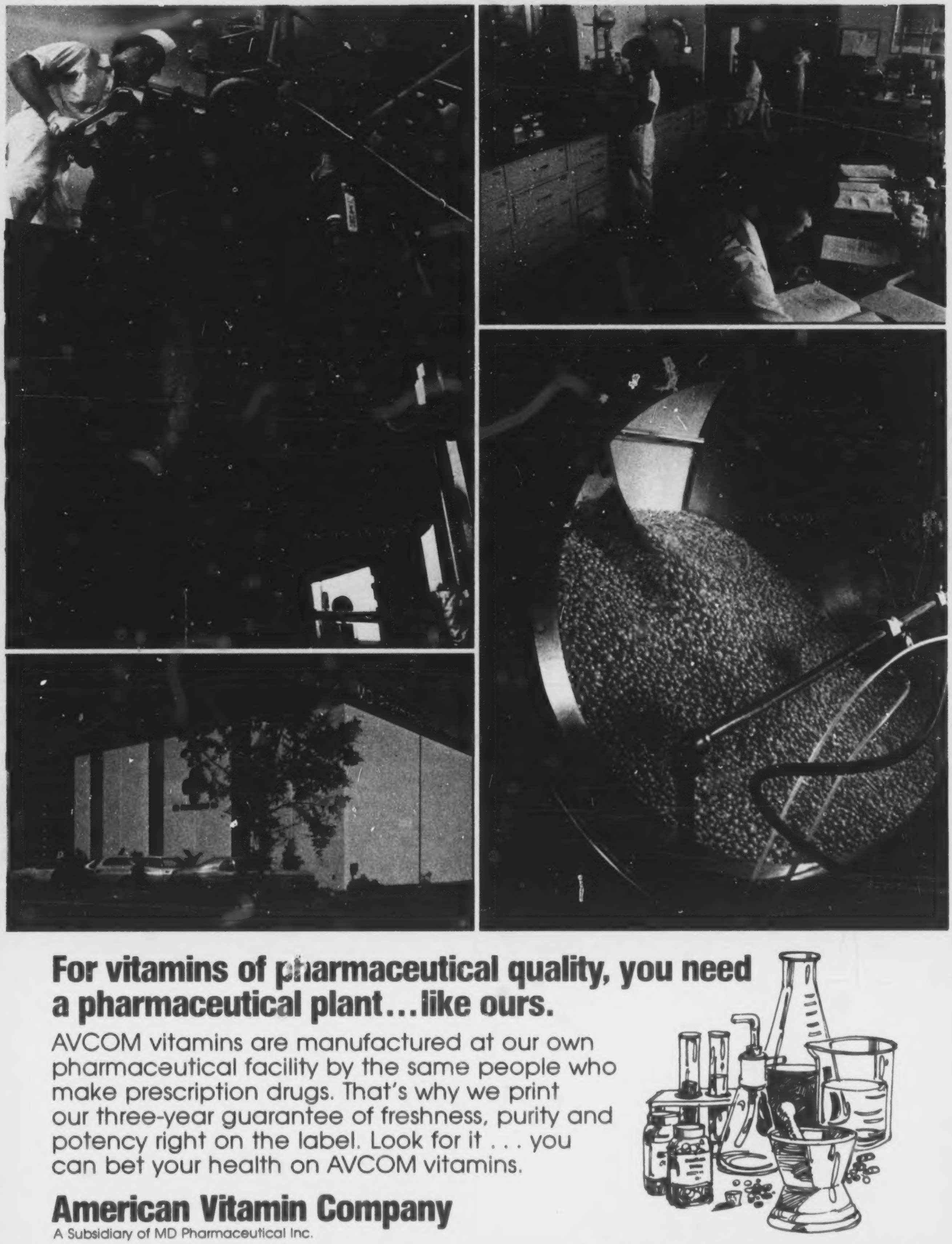

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(As of August 15, 1983)

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SHOB—Hart Senate Office Building
SROB—Russell Senate Office Building
All Zips: 20510

HOUSE

CHOB—Cannon House Office Building
LHOB—Longworth House Office Building
RHOB—Rayburn House Office Building
All Zips: 20515

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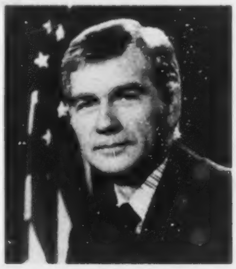

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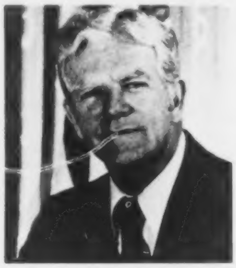

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Norman Dicks (D-WA)
2429 RHOB Ph: (202) 225-5916

Charles Wilson (D-TX)
2265 RHOB Ph: (202) 225-2401

W. G. (Bill) Hefner (D-NC)
2161 RHOB Ph: (202) 225-3715

Rep. Joseph P. Addabbo, Chmn.

Jack E. Hightower (D-TX)
2348 RHOB Ph: (202) 225-3706

Les AuCoin (D-OR)
2159 RHOB Ph: (202) 225-0855

Jack Edwards (R-AL)
2369 RHOB Ph: (202) 225-4931

J. Kenneth Robinson (R-VA)
2233 RHOB Ph: (202) 225-6561

Joseph McDade (R-PA)
2370 RHOB Ph: (202) 225-3731

C. W. Bill Young (R-FL)
2266 RHOB Ph: (202) 225-5961

House
Committee on Appropriations
Subcommittee on Military Construction

W.G. (BILL) HEFNER (D-NC), CHAIRMAN
2161 RHOB Ph: (202) 225-3715

Tom Bevill (D-AL)
2302 RHOB Ph: (202) 225-4876

Clarence D. Long (D-MD)
2405 RHOB Ph: (202) 225-3061

William V. Alexander (D-AR)
233 CHOB Ph: (202) 225-4076

Joseph P. Addabbo (D-NY)
2365 RHOB Ph: (202) 225-3461

Bill Chappel, Jr. (D-FL)
2468 RHOB Ph: (202) 225-4035

Rep. W. G. (Bill) Hefner, Chmn.

Norman D. Dicks (D-WA)
2429 RHOB Ph: (202) 225-5916

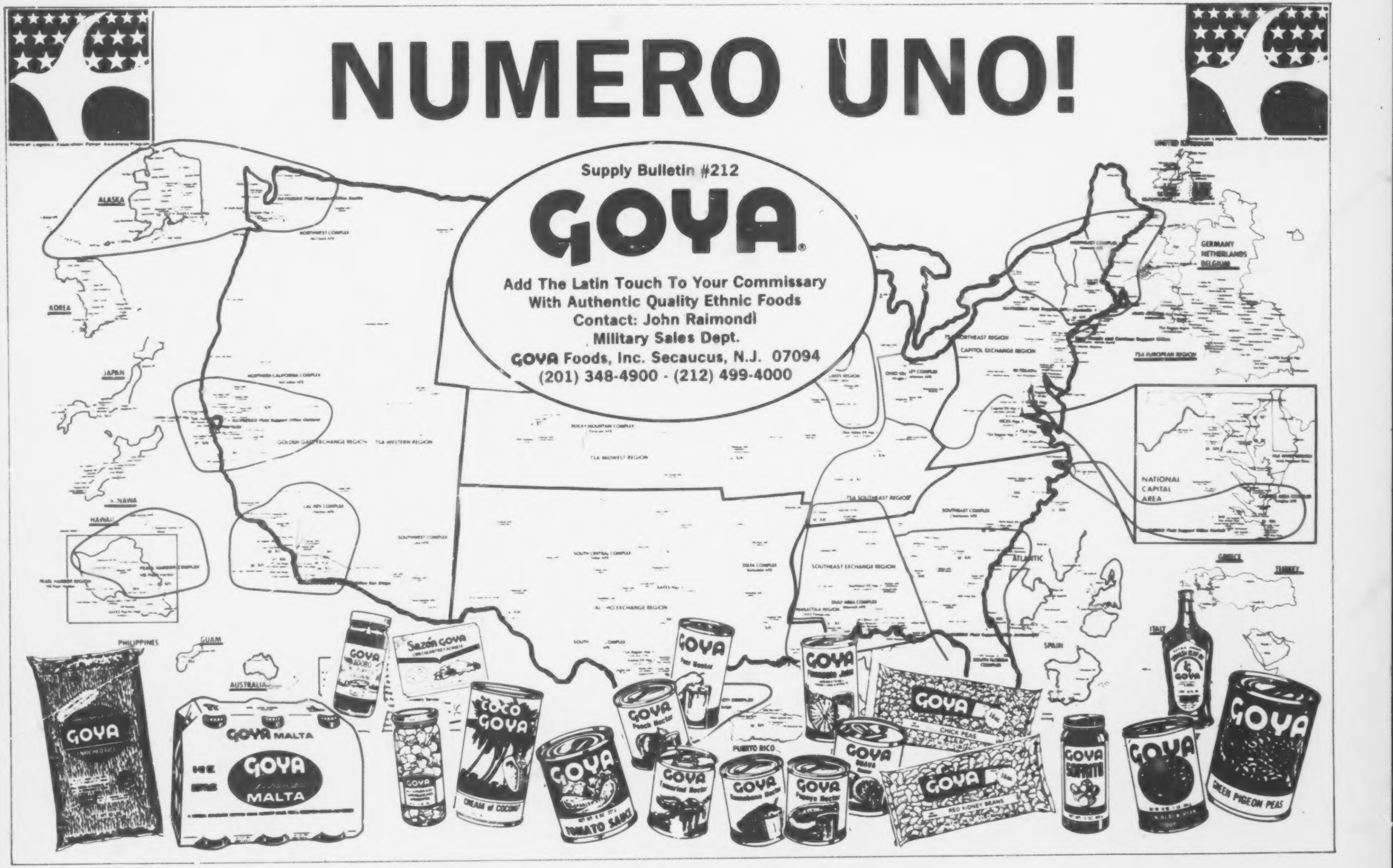
Vic Fazio (D-CA)
1421 LHOB Ph: (202) 225-5716

Ralph Regula (R-OH)
2209 RHOB Ph: (202) 225-3876

Mickey Edwards (R-OK)
2434 CHOB Ph: (202) 225-2132

Tom Loeffler (R-TX)
1212 LHOB Ph: (202) 225-4236

Robert L. Livingston (R-LA)
306 CHOB Ph: (202) 225-3015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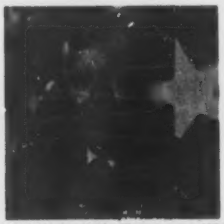
Dr. Lawrence J. Korb, Assistant Secretary of Defense (MRA&L)

Lt. Gen. Edgar A. Chavarrie, USAF, Deputy Asst. Secy. of Defense, Military Manpower & Force Management (MRA&L)


LTG Richard H. Thompson, USA, Deputy Chief of Staff, Logistics—U.S. Army

VADM E.A. Grinstead, SC, USN, Commander, Defense Logistics Agency

Lt. Gen. H.A. Hatch, USMC, Deputy Chief of Staff, Installations & Logistics—USMC

MG Leo A. Brooks, USA, Commander, Defense Personnel Support Center

COL Michael Gilmartin, USA, Director, Personnel Administration & Services (MRA&L)

Brig. Gen. L.H. Buehl, USMC, Director, Facilities & Services Division—USMC

RADM A.A. Giordano, SC, USN, Commander, Naval Supply Systems Command—USN

Lt.Col. John O'Rourke, USAF, Asst. Director, Personnel Admin. & Services (MRA&L)

Mr. Clare Moelk, Asst. Director, Personnel Administration & Services (MRA&L)

Maj. Gen. George C. Lynch, USAF, Commander, Air Force Commissary Service

BG(P) Eugene L. Stillions, Jr., USA, Commander, U.S. Army Troop Support Agency

Maj. Gen. Richard D. Murray, USAF, Commander, Army & Air Force Exchange Service

RADM Donald E. Wilson, SC, USN, Commander, Navy Resale & Services Support Office

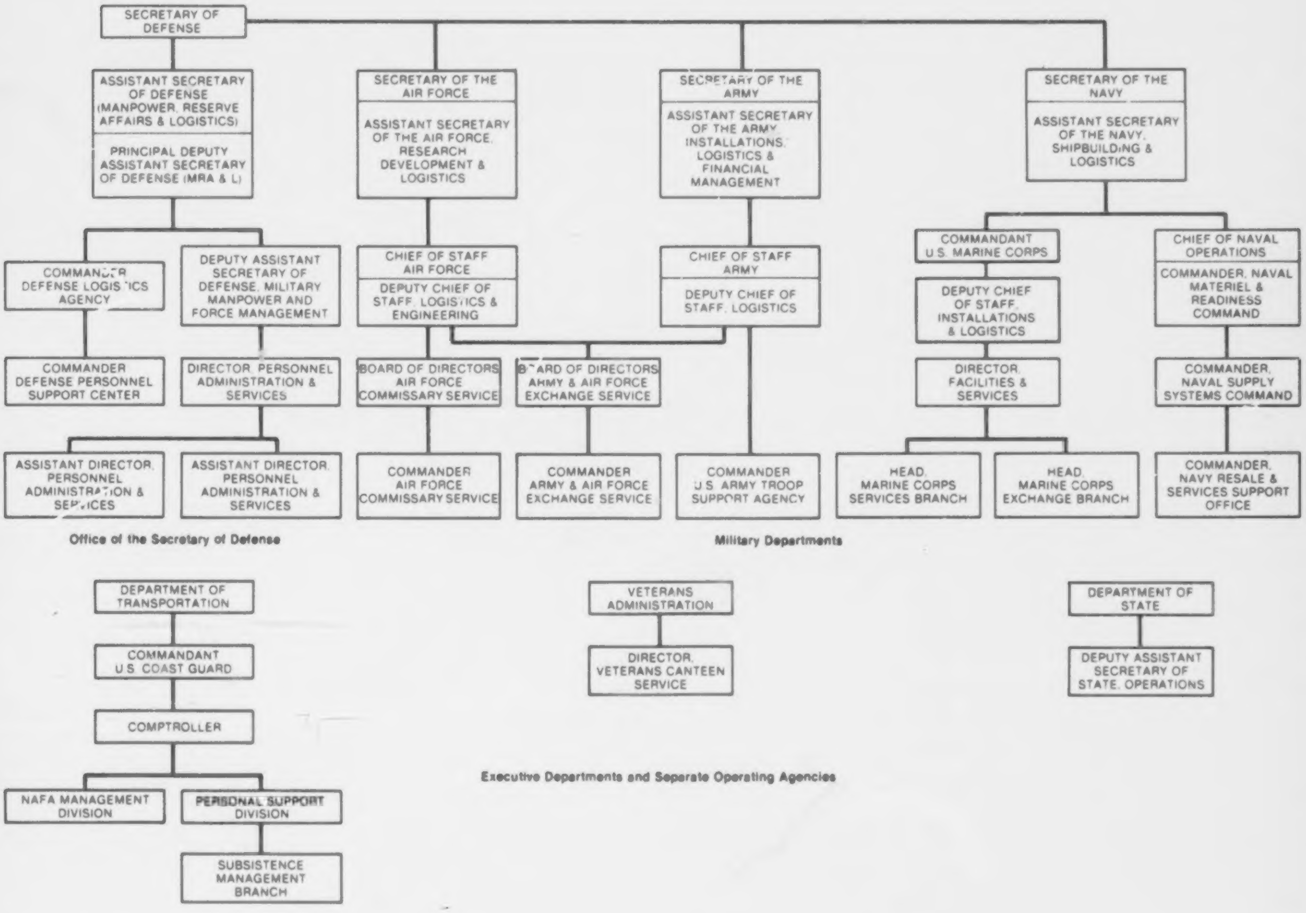
Col. W.R. Irwin, USMC, Head, Marine Corps Exchange Branch

Mr. W.D. Cooper, Head, Marine Corps Services Branch

LT Dick Tuano, USCG, Chief, Subsistence Management Branch—USCG

CDR R.C. Waterman, USCG, Chief, NAFA Management Division—USCG

WHO'S WHO IN THE MILITARY MARKET...AT A GLANCE


SECRETARY OF DEFENSE
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COMMANDER DEFENSE PERSONNEL SUPPORT CENTER
DIRECTOR, PERSONNEL ADMINISTRATION & SERVICES
ASSISTANT DIRECTOR, PERSONNEL ADMINISTRATION & SERVICES
ASSISTANT DIRECTOR, PERSONNEL ADMINISTRATION & SERVICES
SECRETARY OF THE AIR FORCE
ASSISTANT SECRETARY OF THE AIR FORCE, RESEARCH DEVELOPMENT & LOGISTICS
CHIEF OF STAFF AIR FORCE
DEPUTY CHIEF OF STAFF, LOGISTICS & ENGINEERING
BOARD OF DIRECTORS AIR FORCE COMMISSARY SERVICE
COMMANDER AIR FORCE COMMISSARY SERVICE
BOARD OF DIRECTORS ARMY & AIR FORCE EXCHANGE SERVICE
COMMANDER ARMY & AIR FORCE EXCHANGE SERVICE
SECRETARY OF THE ARMY
ASSISTANT SECRETARY OF THE ARMY INSTALLATIONS, LOGISTICS & FINANCIAL MANAGEMENT
CHIEF OF STAFF ARMY
DEPUTY CHIEF OF STAFF, LOGISTICS
COMMANDER U.S. ARMY TROOP SUPPORT AGENCY
SECRETARY OF THE NAVY
ASSISTANT SECRETARY OF THE NAVY, SHIPBUILDING & LOGISTICS
COMMANDANT U.S. MARINE CORPS
DEPUTY CHIEF OF STAFF, INSTALLATIONS & LOGISTICS
DIRECTOR, FACILITIES & SERVICES
HEAD, MARINE CORPS SERVICES BRANCH
HEAD, MARINE CORPS EXCHANGE BRANCH
CHIEF OF NAVAL OPERATIONS
COMMANDER, NAVAL MATERIEL & READINESS COMMAND
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Military Departments
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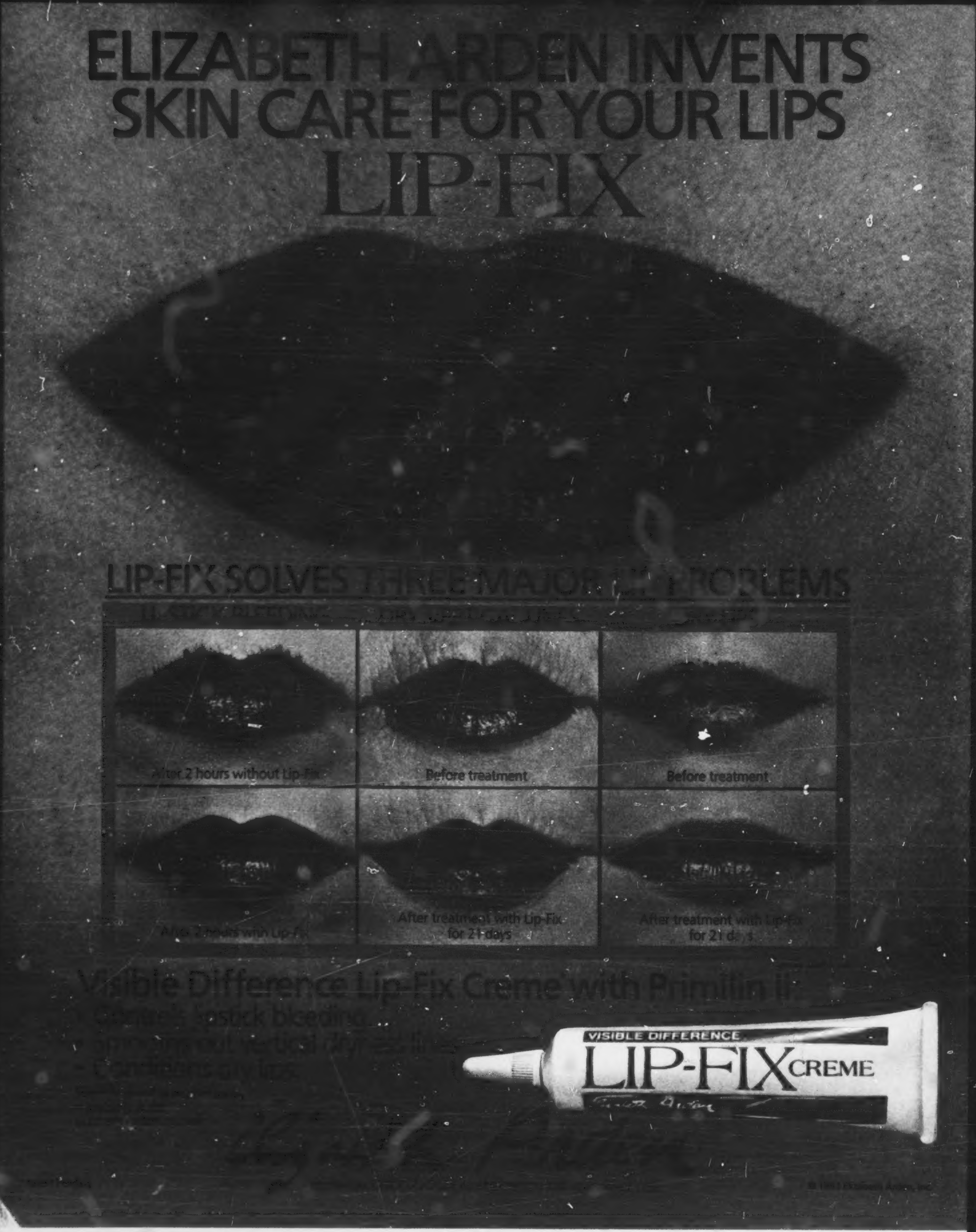
VETERANS ADMINISTRATION
DIRECTOR, VETERANS CANTEEN SERVICE
DEPARTMENT OF STATE
DEPUTY ASSISTANT SECRETARY OF STATE, OPERATIONS
Executive Departments and Separate Operating Agencies



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Before treatment

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Major General Richard D. Murray, USAF
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Deputy Commander
Brigadier General John E. Long, USA
(214) 330-3631

Assistant to the Commander
O. John Nille
(214) 330-3663

Chief of Staff
Colonel C. Y. Wilkerson, USAF
(214) 330-3731

Director, Merchandising Division
James Beachler
(214) 330-3721

Public Affairs Director
Colonel Robert E. Finkel, USAF
(214) 330-3865

Minority Business Specialist
Eula Brown

BUYING PROCEDURES

AAFES contracting officers use various methods of procurement to buy the multitude of items and services needed. These vary from verbal negotiations with manufacturers or their representatives for brand name merchandise to competitive verbal or written solicitations for other items and services purchased. AAFES' objective is to secure the best possible prices and terms for whatevery it buys. AAFES has published detailed procurement policies and procedures for its contracting officers to provide fair and equitable treatment for all.

AAFES headquarters negotiates for all retail merchandise equipment and supplies from sources in the 48 continental states for its operations overseas and many of the categories of common items for activities in the U.S.

The Alamo Exchange Region, Capitol Exchange Region, Golden Gate Exchange Region, Ohio Valley Exchange Region and Southeast Exchange Region purchase retail merchandise, equipment and supplies not purchased by AAFES Headquarters for retail stores in their respective regions. They also negotiate for concession, support services and construction (to $100,000) for activities in their respective regions.

Headquarters, AAFES-Pacific purchases retail merchandise, equipment and supplies not provided by AAFES Headquarters from sources in Hawaii. AAFES-Pacific also negotiates for concession, support services and construction from sources in Hawaii.

For more information ask any of the above AAFES locations to give or mail you a copy of "AAFES Facts for Vendors." They can also provide copies of their "Source List Application" which gives the information AAFES contracting officers need to add your firm to the list of sources from which AAFES solicits.

H.Q. MERCHANDISING DIVISION

Director
James Beachier x3721

Deputy Director
James E. Glisson x3721

Executive Assistant
James H. Smith x3561

MR-A APPAREL/ACCESSORIES BRANCH
Chief
Bernard Gillett x3621

Assistant Chief
Fred H. Beer x3717

LADIES WEAR SECTION
Merchandise Manager
Harold Mandel x2518

Senior Buyer
Barbara Barbee x2233
Misses Coordinates/Women's Size Coordinates/Misses Petite Coordinates—Tennis, Golf, Swimwear—Junior/Misses

Buyer
Louise Lindell x2560
Misses Dresses/Misses Suits/Cocktail/Formal Dresses/Half-Size Dresses and Shirts/Fashion Warmup suits/Misses Petites

Senior Buyer
Lelia A. Ross x2517
Junior Dresses/Junior Suits/Cocktail Dresses/Junior Petite Dresses/Maternity Wear/Misses/Junior Coats/Raincoats/Jackets

Buyer
Sharon Brown x2205
Misses Separates/Women's Size Separates

Buyer
Jackie Waeide x2213
Junior Coordinates/Junior Separates

Buyer
Vivian West x3610
Intimate Apparel/Foundations/Loungewear/Lingerie/Hosiery

Assistant Buyer
Helen McMillan x2206
Fashion Sleepwear

Assistant Buyer
Catherine Taylor x2212
Accessories/Handbags

MENS WEAR SECTION
Merchandise Manager
Joseph L. DeRossi x2163

Senior Buyer
George Kepler x2163
Suits/Sports Coats/Duos/Ties/Coordinates/Sweaters

Buyer
Ray Gilliam x2163
Slacks/Jeans/Walk Shorts/Belts/Gloves/Hats/Caps/High Fashion

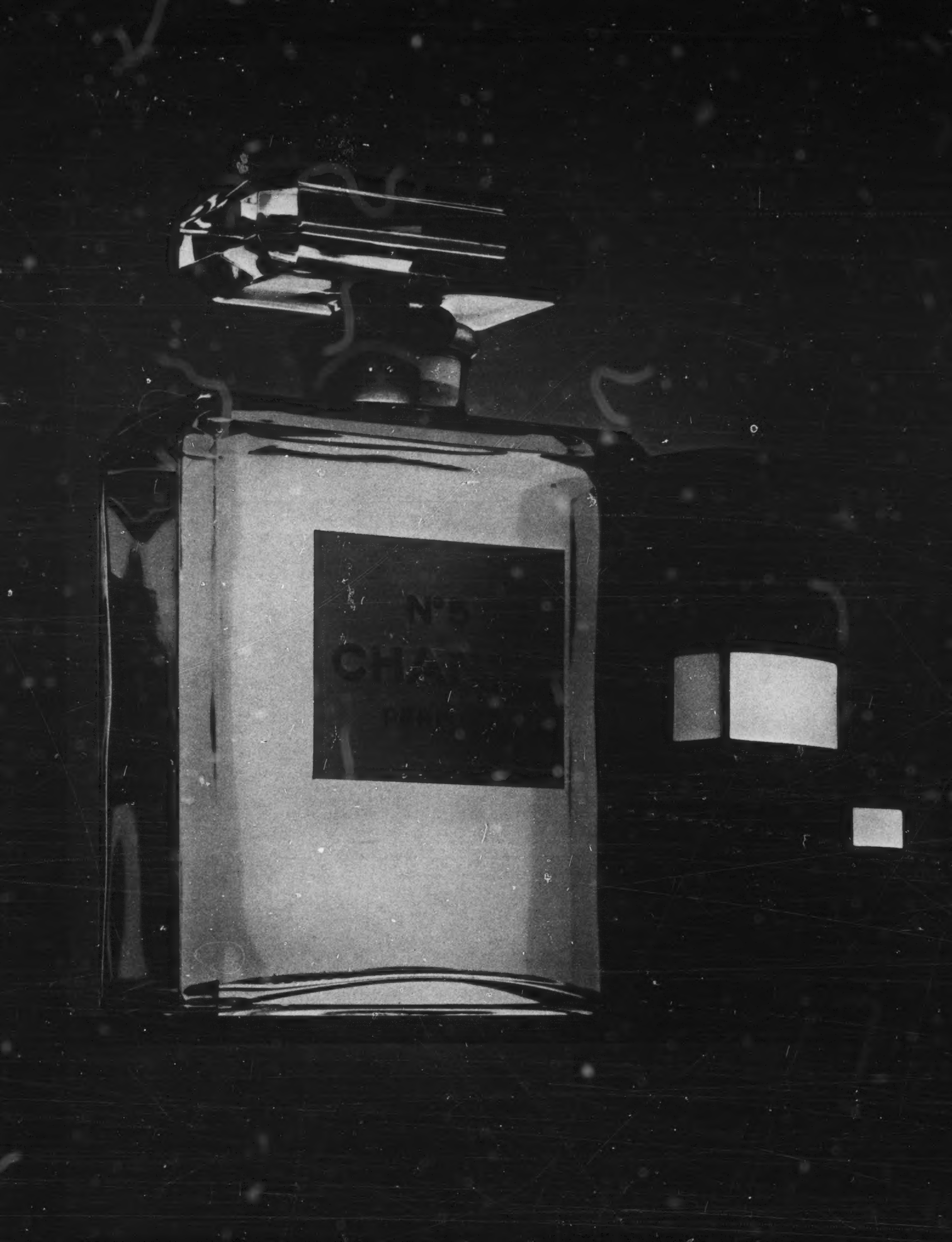
Buyer
Russell Teague x2163
Shirts

Senior Buyer
George Miller x2163
Underwear/Thermalwear/Outerwear/Sweaterwear/Skiwear/Tennis/Swimwear

Associate Buyer
Minnie Batt x2163
Men's Hosiery/Robes/Pajamas/Handerchiefs/Umbrellas

CHILDRENS WEAR SECTION
Merchandise Manager
Jo Lunsford x3520

Senior Buyer
Roger Muhlenkamp x3526
Sport Coats/Jackets/Dress Slacks/Jeans/Coordinates/Dress Shirts/Sport Shirts/Shorts/Prep Boys/Boys Coordinates boys' Sizes 3–7 and 8–18 Suits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CHA

H.Q. MERCHANDISING DIVISION
(continued)

Buyer
June Cleveland x3526
Girls' Blouses/Knit Tops/Short Sets/Skirts/Skirt Sets/Jumpers/Jumper Sets/Suits/Dress/Pants/Pant Sets/Jeans/Shorts/Playsets/Warmup Suits

Senior Buyer
B.G. St. Romain x3526
Girls' Junior High Suits/Jackets/Dresses/Skirts/Blouses/Knit Tops/Slacks/Slack Sets/Shorts/Coordinate 3–6X and 7–14/3–6X and 7–14 Coats/Rainwear/Jackets/Skiwear/Tenniswear

Buyer
Linda Hemphill x3526
Boys 4–7, 8–20 Knitshirts, Boys', Girls' Sweaters, Sleepwear, Robes, Swimwear, Beach Coverups, Snowsuits, Snowpants, Snowmobiles All Sizes, Girls' Fashion Knee-Hi Sox

Buyer
Martie Ramirez x3526
Boys', Girls' Newborn Babette and Toddler Coats/Jackets/Pramsuits/Slacks/Slack Sets/Jeans/Crawlers/Crawler Sets/Coveralls/Overalls/Creepers/Shirts/Blouses/Dresses/Suits/Skirts/Shorts/Short Sets/Sunsuits/Diapersets/Coordinates

Buyer
Lora Bracken x2971
Basic infant/Training Pants/Undershirts/Bibs/Babette Knit Tops/Diapers and Pins/Diaper Liners and Pads/WP Pants/Gowns/Kimonos/Sacques/Sleeping Bags/Blanket Sleepers/Towels/Washcloths/Bath Sets/Receiving Blankets/Crib Blankets/Comforters/Crib Sheets/Pillow Cases/Pillows/WP Pads/Mattress Covers/Layette Gift Sets/Harness/Toiletry Items/Nursery Items/Toys/Gro-Bags and Buntings/Sleep and Playsets/Boy Scouts and Girl Scouts/Jeans (Toddlers-Boys and Girls)/Boys' 4–20 Knit Shirts/Dress Shirts/Underwear/Undershirts/Vest/Socks/Tights/Robes/Girls' 4–14 Knit Shirts/Underwear/Undershirts/Vests/Socks/Tights/Robes

Assistant Buyer
Monte McCarter x2967
Children's Headwear/Gloves/Mittens/Belts/Handbags/Swimcaps/Totes/Play Aprons/Novelty Accessories

SHOE SECTION
Merchandise Manager
Ronald Norrell x2795
Senior Buyer
Henry Culley x2795
Ladies' Shoes

Buyer
Mike Mikulecky x2799
Men's Shoes/Canvas/Athletic

Buyer
Jim Beverly x2980
Children's Shoes/All Slippers/Military Shoes

MR-F JEWELRY/SMALL LEATHER GOODS/GIFTWARE BRANCH
Chief
Mike Thelen x3617
Watches

Senior Buyer
Ray Gattinella x3618

Buyer
Jerry E. Huston x3714
14K, Gold Filled, Sterling Silver Jewelry

Associate Buyer
Dolores Harris x3716
Small Leather Goods

Buyer
Adele Morris x2198
Silverware/Clocks/Watches

Buyer
Terry Jackson x3793
Watchbands/Jewel Cases/Military Type Jewelry/Costume Jewelry

MR-FRC FASHION DISTRIBUTION CENTER
Chief
Clayburn Williams, Jr. x3704

Chief, Data Processing and
Accounting Section
Mary C. Belcher x3705

MR-G CONSUMABLES/STATIONERY/TOILETRIES BRANCH
Chief
Roy Nielsen x2225

INSTITUTIONAL FOOD/RETAIL GROCERY/CANDY/SNACKS SECTION
Merchandise Manager
Philip Latos x2566

INSTITUTIONAL FOOD UNIT
Senior Buyer
Jack Leavitt x2566
Groceries

Buyer
Clarence Mullett x3823
Frozen/Chilled Foods, Nuts and Crackers

RETAIL GROCERY UNIT
Senior Buyer
Louis Faulkner x3823
Juices/Freeze/Chill

Buyer
Karen Forsyth x3823
Groceries

CANDY/SNACKS UNIT
Senior Buyer
Jack Pegues x3823
Candy/Snacks

Buyer
Randy Walke x3823
Candy/Snacks

Associate Buyer
Doreta Pierot x3823
Candy/Snacks

Associate Buyer
Pat Preston x3823
Candy/Snacks

STATIONERY/TOILETRIES/BEVERAGES/TOBACCO SECTION
Merchandise Manager
Frank Grippy x3311

TOILETRIES UNIT
Senior Buyer
Imogene Huwyler x3656
Fragrance Items/Perfumes/Colognes/Lotions/Creams/Nail Care/Cosmetics and Accessories/Seasonal Toiletry Gift Sets/Eyewear and Accessories

Buyer
Steve Kimple x3656
Hair Care/Sanitary/Drugs/Paper Products

Buyer
Avis A. Coltrain x3656
Shaving/Dental/Soap/Deodorants

Buyer
Dorothy Macon 3656
Vitamins/Foot Aids/Baby Supplies/Personal Care Appliances/Budget Toiletries

STATIONERY UNIT
Senior Buyer
Guy Ormiston x3311
Magazines/Stationery/Paper Supplies/Seasonal Decorations/Wrap/Books

Buyer
Thomas Froom x3311
Typewriters/Calculators/Pens/Pencils/Paints/Crayons/Playing Cards/Poker Chips/Flags/Disposable Plates/Cups/Napkins

BEVERAGE/TOBACCO UNIT
Senior Buyer
Frederick S. Lyon x3823
Beverages

Buyer
Mike Frakich x3823
Cigarettes, Tobacco, Smoking Accessories

MR-H HARDLINES/DOMESTICS BRANCH
Chief
R. A. Hamilton x2771

SPORTING GOODS AND LUGGAGE SECTION
Senior Buyer
Bill Sullivan x2681

Buyer
Roland Faucher x2681
Luggage/Hunting/Archery/Trophies/Swimming Pools/Chemicals and Accessories

Buyer
William Bethard x2681
Camping/Baseball/Softball/Knives/Thermos

Buyer
William Howk x2681
Misc Sporting Goods/Exercise/Family Games/Aquatic/Tennis/Racquetball/Fishing

Associate Buyer
Ted Baer x2681

HOUSEWARE AND TOYS SECTION
Merchandise Manager
Rex Keely x2582

Senior Buyer
Frank Oliverio x2582
Toys/Bicycles/Hobbies

Buyer
Jerry Hodges x2582
Bicyles/Hobbies

Buyer
Joyce Marrow x2582
Toys

Assistant Buyer
Eddie Trevino x2582
Toys

HOUSEWARES UNIT
Senior Buyer
Sonny James x2646
Cookware/Housewares

Assistant Buyer
John Akridge x2646
Housewares

Buyer
Tony Spencer x3257
Cleaning Supplies/Preservatives

Buyer
Glen Stotz x3256
Small/Major Appliances

Associate Buyer
Nancy Smith x3263
Housewares

DOMESTICS AND SEWING CENTER SECTION
Merchandise Manager
Betty Daggett x2146

DOMESTICS UNIT
Senior Buyer
Betty Williams x3134
Sheets/Towels/Bedspreads/Comforters/Blankets

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H.Q. MERCHANDISING DIVISION (continued)

Buyer
Pat Kirkpatrick x3134
Kitchen Terries/Pillows/Drapes/Curtains/Mattress Pads/Shower Curtains/Bath Mats/Table Linens

Associate Buyer
Marta Boggio x3134

SEWING CENTER UNIT

Buyer
Jean Allison x2146
Sewing Notions/Needlework/Macrame/Sewing Machines

Buyer
Janette Ford x2146
Basic and Fashion Fabrics

Assistant Buyer
Lana Gerdock x2146

HARDWARE, GARDEN/OUTDOOR LIVING, AUTO AND FURNITURE SECTION

Merchandise Manager
Michael Beverly x3324

FURNITURE AND HARDWARE UNIT

Senior Buyer
Mike McClain x2571

Buyer
James Howard x3515
Furniture

Buyer
Mel Asuncion x3515
Furniture/Lamps/Rugs

Buyer
Gary Tunnell x2571
Outdoor Living/Pet Supplies/Garden Products/Hardware

Associate Buyer
Otis Johnson x2571

AUTO UNIT

Senior Buyer
Walter Kania x3324
Auto Access/Oil Chemicals

Buyer
Walter Knott x3324
Auto Tires/Batteries/Tires

Assistant Buyer
William Munn x3324

Associate Buyer
Hanelore Lenz x3324

MR-L AUDIO/PHOTO BRANCH

Chief
Frank J. Savarese x2111

PHOTO AND OPTICAL SECTION

Senior Buyer
Billy Wade x3653
Film/Photoflash/Projection Lamps/Mailers/Binoculars/Microscopes/Telescopes/Weather Instruments

Buyer
Nelson Musha x3653
Cameras and Projectors, (Still and Movie)/Darkroom Equipment/Flash Units/Camera Bags/Lenses/Accessories

AUDIO SECTION

Senior Buyer
James Koga x2596
Television/Personal Electronics/Music Systems

Buyer
Herbert Lai x2596
Components/Blank Recording Tape

Buyer
Mike Cooper x2596
Musical Instruments/CB Radios/Car Stereos/TV Games/Accessories

MR-O SALES MANAGEMENT BRANCH

Chief
O. James, Jr. x2651

Assistant Chief
James P. Gildersleeve x2652

SALES PLANNING SECTION

Chief
John A. Hanson x2741

STORE PLANNINGS SECTION

Chief
Tom L. Minton x3123

SALES PROGRAM SECTION

Chief
Ron Peach x2653

MR-S CATALOG SALES CENTER CUSTOMER SERVICE HOTLINE x2775

Chief
Art Walker x3333

Assistant Chief
Ronald R. Rooney x3333

MR-U MILITARY CLOTHING BRANCH

Chief
William Schultz x2601

Assistant Chief
LTC Virgil Bon x2994

UNIFORM PROCUREMENT SECTION

Chief
William Moeller x3202

H.Q. PROCUREMENT SUPPORT DIVISION

Director
COL Troyce L. Raynes x2137

Deputy Director
William McEntire x2137

PR-F EQUIPMENT AND SUPPLIES BRANCH

Chief
Karl W. Knutson x3171

Contract Specialist
Yolanda Marquez x2689
Equipment Supply Availability Bulletin (E/SABs)

SUPERVISORY CONTRACT SPECIALIST SECTION I

Earl Childree x2687

COMPUTERS/BUSINESS MACHINES/STORE FIXTURES—SECTION I

Contract Specialist
Richard Rabb x2872
Computer Software/Cash Registers/Business Machines/ADP Equipment

Contract Specialist
Peggy Gamblin x3853
Retail Store Fixtures/Signs and Accessories

Purchasing Agent
Pam Roth x3854
Solicitations & Construction Projects/Retail Store Fixtures/Accessories

Purchasing Agent
Gail Smith x3854
Overseas Purchase Orders/Retail Store Fixtures & Accessories

Purchasing Agent
Lorraine Arthers x3852
ADP/Office Machine Delivery Orders

MOTION PICTURE/CONSTRUCTION MATERIAL/EQUIPMENT/FURNITURE—SECTION I

Contract Specialist
Tom Ota x2871
Special Projects/Major Contracts

Contract Specialist
Randy Williams x3983
Furniture/Draperies/Decor Items/HVAC Equipment

Contract Specialist
Pat Adkins x2701
Audio/Motion Picture/Electronic Parts/Barber/Beauty Shop Supplies

Purchasing Agent
Pat Adkins x2701
Construction Material/Plumbing/Recreational Equipment/HVAC Parts

VEHICLES/MHE/WAREHOUSE EQUIPMENT—SECTION I

Contract Specialist
Esther Smith x3858
Passenger Cars, Organic Vehicles, Mechanized Materia[illegible]andling Equipment, Mobile Sales Outlet Related Items

Contract Specialist
Merle Brockington x3859
Manual Materials Handling Equipment, Conveyor Systems, Scales, Warehouse and Stockroom Shelving, Baling Equipment, Safes, Related Items

Purchasing Agent
Margie Byrd x3850
Spare Parts for Materials Handling Equipment, Vehicle and Materials Handling Equipment, Delivery Orders (Status), Source Research, File Maintenance, Related Items

SERVICE STATION/FLOOR CARE/SALE OF AAFES PROPERTY/AUTO PARTS—SECTION I

Contract Specialist
Bill Russell x2863
Automotive Spare Parts, Service Station Equipment, Mechanical and Hand Tools, Related Items

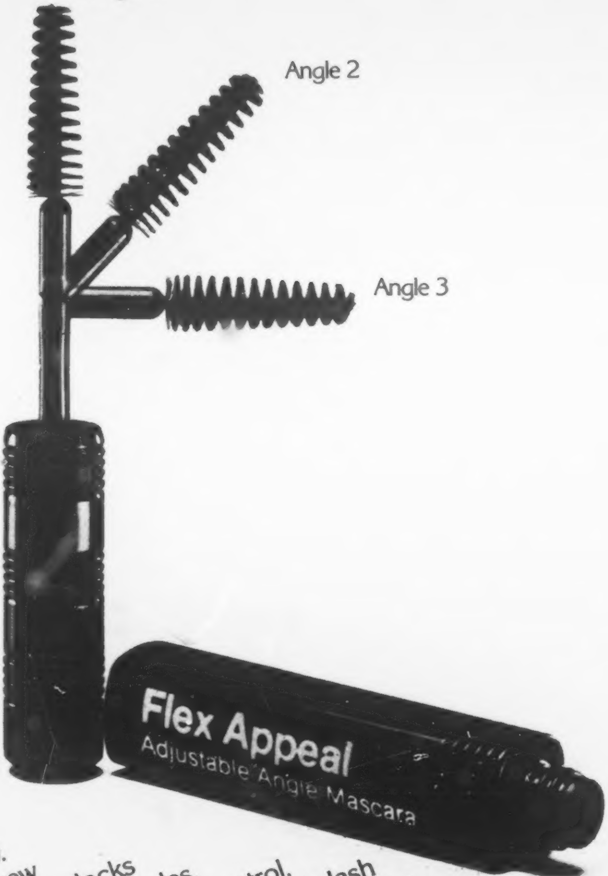
Purchasing Agent
Barbara Phillips x2702
Floor Care Equipment and Supplies, Waste Receptacles and Urns, Sale of Excess AAFES Equipment, Related Items

Purchasing Agent
Evelyn Taggart x2862
Tires and Tubes, Automotive Spare Parts, Service Station Equipment and Tools, Related Items

SUPERVISORY CONTRACT SPECIALIST SECTION II

Max Dalton x2688

Revlon changes mascara forever!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Flex Appeal
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into three different angles.
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take it off. Who but Revlon could make it happen?

NEW 'FLEX APPEAL'
The Adjustable Angle Mascara

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H.Q. PROCUREMENT SUPPORT DIVISION (continued)

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Russ Leibfarth x2870
Food Line Counters/Plant Equipment Ice Plants/Related Items

Contract Specialist
Becky Foster x2864
Food Line Counters, Walk-In Freezers/Coolers

Contract Specialist
Mary Jane Williams x3857
Refrigerated Food Equipment/E/SABs for Food Equipment/Related Items

Purchasing Agent
Oma James x3856
Food Preparation Equipment/Food Serving Equipment/Food Display Equipment/Related Items

Purchasing Agent
Vacant x3855
Food Equipment Accessories/Food Equipment Spare Parts/Related Items

LOCAL PROCUREMENT/PRINTING/FORMS/PAPER AND OFFICE SUPPLIES/SECTION II
Contract Specialist
Rod Breland x2868
Printing of Exchange Catalog, Exchange Post, PLANNER, and Motion Picture Calendars, Photograph of Exchange Catalog

Contract Specialist
Yolanda Marquez x2689
Office Supplies, Paper Stock, Computer Paper, Envelopes, Labels

Purchasing Agent
Lu Gravley x3170
Local Procurement Items

Contract Specialist
Jackie Norwood x3173
AAFES Forms and Visuals, Sales Promotion Materials, Miscellaneous Printing

VENDING EQUIPMENT/SPARE PARTS/CHEMICALS/MISCELLANEOUS SUPPLIES—SECTION II
Supervisory Contract Specialist
Wayne Richardson x2865
Club and Mess Catalog, Uniforms, Hangers, Related Items

Contract Specialist
Edward Wilkinson x2692
Vending and Amusement Machines

Purchasing Agent
Theresa Vinson x2694
TV/Electronic and Small Appliances/Repair Parts

Contract Specialist
Joy Price x2693
Plastic/Paper Supplies for Food Services, Packaging for Bakery, Dairy and Meat Plants Corrugated Shippers

Contract Specialist
Phyllis Wright x3174
Plastic/Paper Supplies for Food Services, Packaging for Bakery, Dairy and Meat Plants

SECTION III
Inventory Management Specialist
Doris Shearin x3038
Cleaning Supplies/Plastic & Paper Supplies for Food Services/Supplies for Concessionaires, Cafeterias, Clubs & Mess Packaging for Bakery, Dairy & Meat Plants, Containers, Gift Boxes, Grocery Bags

Inventory Management Specialist
Sue Duke x3038
Service Station Supplies/Floor Care Equipment & Supplies/Waste Receptacles/Office Supplies/Computer Paper/Retail Sales Labeling Program/Cash Register Paper Supplies/Related Items

Procurement Analyst
John Yamaguchi x3040
Worldwide Stock Assortment/E-SAB's/Reviews Daily, Weekly and Monthly Mechanized Reports

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Deputy Director
Joseph Werres x2711

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Floyd Sherrell x2710

QA-I INSPECTION BRANCH
Chief
Sid Poindexter x3819

WESTERN INSPECTION SECTION
Supervisor
Bob Williams x3431

EASTERN INSPECTION SECTION
Supervisor
Jere Cox (404) 363-5862

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Deputy Director
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Chief
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Chief
Roger Wood x2622

Film Proc Officer x2622
Dave Bockor

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Staff Optometrist
Robert Krauth x3424

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(404) 363-5902

AAFES—EUROPE

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AAFES-Europe
APO New York 09245

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8000 Munich 90
West Germany
Phone:
9-011-49-089

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Gerald Saperstein x401

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Rodney Pollard x215

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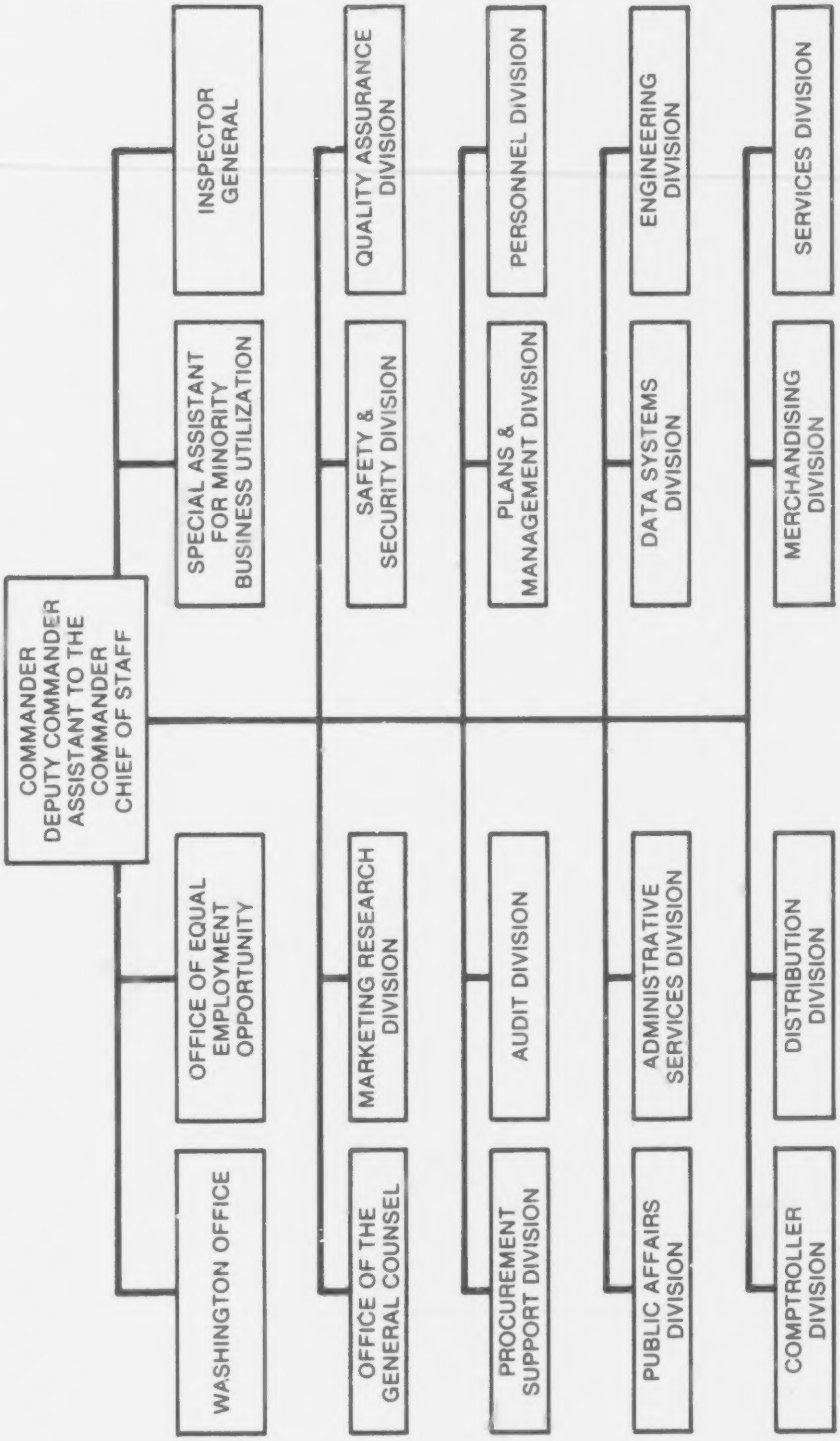
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DATA SYSTEMS DIVISION
ENGINEERING DIVISION
COMPTROLLER DIVISION
DISTRIBUTION DIVISION
MERCHANDISING DIVISION
SERVICES DIVISION

AAFES
SALES BY RETAIL DEPARTMENTS*
FY 1980–FY 1983**
(Dollars in Thousands)

DEPARTMENT NO.	$ FY 80	%	$ FY 81	%	$ FY 82	%	$ FY 83**	%
01 Automotive	84,127	3.0	92,938	3.1	98,711	3.0	32,793	3.0
10 Tobacco Products	133,815	4.8	130,501	4.4	135,164	4.1	46,865	4.2
19 DPSC Merchandise	—	—	73,750	2.5	177,541	5.3	54,170	4.9
20 Food, Beverages, Candy	379,728	13.7	385,089	12.9	298,145	8.9	86,973	7.8
23 Beverages	—	—	—	—	101,865	3.1	48,568	4.4
30 H&BA	213,156	7.7	233,635	7.9	193,650	5.8	65,297	5.9
34 Cosmetics & Fragrances	—	—	—	—	62,683	1.9	20,012	1.8
40 Military Wear	70,130	2.5	47,528	1.6	56,636	1.7	19,733	1.8
50 Jewelry	114,628	4.1	90,748	3.0	53,924	1.6	13,505	1.2
51 Watches	—	—	25,124	.8	35,274	1.1	10,168	.9
56 Precious/Semi-Prec. Jewelry	—	—	—	—	29,828	.9	10,329	.9
60 Stationery	129,285	4.7	142,126	4.8	153,813	4.6	50,958	4.6
70 Men's Outerwear	69,079	2.5	71,193	2.4	77,718	2.3	24,196	2.2
71 Men's Furnishings	115,130	4.2	122,089	4.1	130,392	3.9	41,511	3.7
72 Women's Outerwear	79,242	2.9	89,489	3.0	102,191	3.1	34,868	3.1
73 Women's Furnishings	64,912	2.3	68,414	2.3	73,477	2.2	23,099	2.2
74 Boyswear	33,476	1.2	36,137	1.2	38,460	1.1	11,423	1.0
75 Girlswear	25,548	.9	28,031	.9	31,964	1.0	9,942	.9
76 Infants/Toddler's Wear	34,854	1.3	38,901	1.3	43,278	1.3	14,983	1.4
77 Footwear	86,597	3.1	93,542	3.1	107,625	3.2	39,455	3.6
78 Linens & Domestics	64,308	2.3	66,545	2.2	65,644	2.0	19,275	1.7
79 Yardage & Sewing Notions	34,225	1.2	34,736	1.2	35,185	1.0	11,111	1.0
80 Dinnerware & Flatware	23,333	.9	21,034	.7	22,802	.7	[illegible]082	.6
81 Kitchenware	37,083	1.3	41,967	1.4	45,427	1.4	15,058	1.4
82 Giftware	40,686	1.5	41,367	1.4	46,243	1.4	14,219	1.3
83 Cleaning Supplies	36,334	1.3	39,935	1.3	47,412	1.4	16,185	1.5
84 Wrapping/Packing Supplies	3,402	.1	2,707	.1	—	—	—	—
85 Traffic & Major Appliances	93,472	3.4	107,625	3.6	107,369	3.2	34,973	3.2
86 Furniture & Rugs	38,335	1.4	39,422	1.3	45,567	1.4	16,326	1.5
87 Hardware	58,498	2.1	61,973	2.1	64,122	1.9	21,043	1.9
88 Luggage	25,636	.9	25,812	.9	27,399	.8	9,045	.8
89 Outdoor Living	47,841	1.7	54,956	1.8	58,688	1.8	26,618	2.4
91 Sporting Goods & Camping	55,247	2.0	58,116	2.0	57,038	1.7	18,648	1.7
92 Photo Finishing	—	—	—	—	14,637	.4	5,720	.5
93 Photography & Optical	136,352	4.9	134,955	4.5	121,777	3.7	36,898	3.3
94 Hobbies	4,356	.2	3,351	.1	—	—	—	—
95 Toys, Games, Bicycles	53,569	1.9	52,593	1.8	63,319	1.9	[illegible]5,743	1.5
97 Home Entertainment	331,086	11.9	359,955	12.1	438,322	13.2	[illegible]7,121	14.2
98 Recorded Sound & Video	57,986	2.1	59,564	2.0	65,688	2.0	22,132	2.0
TOTALS	$2,775,457	100%	$2,975,848	100%	$3,328,978	100%	$1,107,945	100%

*Includes total domestic, overseas, and mail order sales; excludes vending, concession and related services.

**Through May 26, 1983 (AAFES fiscal year runs January to January.)

Source: AAFES

AAFES % SALES INCREASES/INFLATION RATE COMPARISON
FY 1979—YTD 1983*

Category	FY 79	FY 80	FY 81	FY 82	FY 83*
Retail	+ 9.16	+12.50	+ 7.22	+11.87	+4.72
Food	+10.57	+ 8.80	+ 8.33	+ 5.95	+2.90
Services	+21.96	+30.90	+ 0.93	− 3.36	+2.21
Vending	+ 5.01	+ 7.60	+10.18	+ 6.27	− .37
TOTAL	+10.39	+14.05	+ 6.61	+ 9.36	+4.11
% Increase in CPI-U**	+ 7.90	+11.60	+13.30	+ 5.77	+3.63
% Increase in WOSPI***	+ 8.28	+11.10	+ 5.30	+ 1.89	N.A.

*YTD May, 1983.

**Consumer Price Index

***AAFES' Worldwide Overall Specific Price Index

N.A. Not available

Source: AAFES

AAFES
CLASSIFICATION OF SALES BY DEPARTMENT

AVERAGES FOR CONUS MAIN STORES
FY 1982
(Dollars in Thousands)

	"A" STORES MONTHLY AVERAGES			"B" STORES MONTHLY AVERAGES			"C" STORES MONTHLY AVERAGES			"D" STORES MONTHLY AVERAGES		
DEPARTMENT NO.	$ SALES	SALES PER SF	GP PER SF	$ SALES	SALES PER SF	GP PER SF	$ SALES	SALES PER SF	GP PER SF	$ SALES	SALES PER SF	GP PER SF
01 Automotive	14,428	34.19	10.65	9,446	31.70	12.72	7,954	41.43	23.02	2,489	20.92	4.96
10 Tobacco Products	32,496	143.79	35.40	19,778	98.40	24.01	16,823	90.45	20.87	15,113	166.08	41.07
20 Food, Bev., Candy	39,025	32.44	5.00	22,111	34.93	3.01	22,315	32.34	5.49	15,169	34.63	5.60
30 H&BA	135,120	72.53	11.97	69,033	54.40	8.37	40,229	46.62	7.53	20,775	37.77	5.62
40 Military Wear	63,060	43.91	7.65	40,990	28.70	4.53	43,371	36.35	4.85	45,484	55.88	7.59
50 Jewelry & Watches	68,533	74.82	18.82	41,486	58.85	15.75	22,647	40.81	13.51	7,645	30.95	7.84
60 Stationery	78,582	47.22	10.68	47,959	32.89	6.90	28,776	29.30	6.03	12,263	23.58	4.88
70 Men's Outerwear	122,601	33.65	8.58	68,669	25.04	6.34	33,244	20.23	4.91	15,911	16.94	4.23
72 Women's Outerwear	125,327	31.97	7.10	64,361	24.49	5.50	36,945	20.51	4.22	11,948	14.73	3.65
74 Boyswear	27,137	19.62	3.62	15,835	15.76	2.70	9,167	12.40	1.98	3,468	9.22	1.74
75 Girlswear	22,353	16.05	2.47	12,428	14.76	2.07	7,089	12.94	1.62	2,787	7.61	1.53
76 Infants/Toddler's Wear	27,023	26.16	3.94	15,149	18.06	2.56	9,695	16.95	2.18	3,940	11.69	1.84
77 Footwear	68,511	55.93	11.57	41,743	46.59	9.51	24,144	40.65	8.31	8,595	24.99	5.09
78 Linens & Domestics	40,421	26.68	6.80	22,980	19.66	5.33	11,257	14.97	3.78	4,424	13.37	3.21
79 Yardage/Sewing Notions	21,904	14.98	3.62	13,735	11.83	2.86	8,351	11.03	2.85	3,031	7.85	1.90
80 Dinnerware/Flatware	12,071	19.95	5.64	6,812	18.61	5.18	4,065	13.28	4.07	1,261	6.24	1.74
81 Kitchenware	30,313	27.66	5.01	18,216	22.80	4.71	8,705	14.68	2.26	4,192	12.01	2.07
82 Giftware	24,394	24.27	7.27	12,591	19.14	5.80	6,659	14.76	4.39	2,612	11.46	3.27
83 Household/Cleaning Supply	82,274	44.47	8.45	46,273	33.27	6.35	27.378	29.31	5.12	11,561	23.89	4.47
87 Hardware	42,087	27.31	9.01	20,983	21.61	7.11	13,268	17.19	6.06	4,690	10.96	3.37
88 Luggage	15,231	36.53	10.48	10,384	31.56	9.41	4,516	22.92	6.03	1,626	15.63	4.58
89 Outdoor Living	35,011	12.97	2.90	18,042	10.70	2.11	11,322	8.96	1.47	5,920	6.51	1.22
91 Sporting/Camping Goods	32,857	24.43	5.25	20,756	18.50	3.81	13,707	16.45	5.57	4,255	13.77	2.84
92 Photo Finishing	8,644	196.45	32.51	7,815	195.38	37.07	5,234	149.54	29.04	1,711	57.03	9.94
93 Photo-Optical	49,664	103.25	16.70	35,399	106.62	21.95	18,292	92.85	14.18	8,035	73.72	11.79
95 Toys, Games, Bicycles	19,490	28.12	2.95	16,966	14.33	1.58	11,498	17.26	1.34	4,928	15.69	2.04
97 Home Entertainment	94,258	115.09	11.67	54,298	78.58	9.64	29,061	63.59	6.31	11,463	47.17	6.60
98 Recorded Sound/Video	20,510	39.22	11.42	11,983	30.73	6.86	6,333	24.17	6.72	3,191	19.34	5.55
AVERAGES	$48,333	$37.18	$9.90	$28,079	$28.89	$8.42	$17,215	$25.35	$7.27	$8,517	$22.65	$5.72
AVERAGE SQUARE FEET		1,300			972			679			376	

Source: AAFES

[illegible] Products!

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HQ AAFES
1984 PROMOTIONAL PROGRAM

PROMO WEEK	THEME	EVENT DATES
1	Dollar Days Sale (Contract with Action Industries)	4–8 Jan
2	Sale	11–15 Jan
3	Sale (Featured Items: Optional by Region)	18–22 Jan
4	Sale	25–29 Jan
5	Sweetheart Sale	1–5 Feb
6	Valentine's Day Sale	8–12 Feb
7	Washington's Birthday Sale	15–19 Feb
8	Spring Sale	22–26 Feb
9	Sale (Capitol/Ohio Valley Regions)	29 Feb–4 Mar
9	Outdoor Living Sale (Southeast/Alamo/Golden Gate Regions)	29 Feb–4 Mar
10	Sale	7–11 Mar
11	Sale	14–18 Mar
12	Outdoor Living Sale (Capitol/Ohio Valley Regions)	21–25 Mar
13	Home Improvement Sale	28 Mar–1 Apr
14	Sale	4–8 Apr
15	Spring Clean-Up Sale	11–15 Apr
16	Easter Sale	18–22 Apr
17	Sale	25–29 Apr
18	Pre-Graduation Sale	2–6 May
19	Mother's Day Sale	9–13 May
20	Armed Forces Day Sale	16–20 May
21	Memorial Day Sale	23–28 May
22	Vacation Time Sale	30 May–3 June
23	Sale ("National Fishing Week")	6–10 June
24	Dad's Day Sale	13–17 June
25	Sale	20–24 June
26	Sale	27 June–1 July
27	Enjoy The 4th Sale	4–8 July
28	AAFES Anniversary Sale	9–15 July
29	Sale	18–22 July
30	Dollar Day Sale	25–29 July
31	Back-To-School-Sale	1–5 Aug
32	Sale	8–12 Aug
33	Summer Sale	15–19 Aug
34	Sale	22–26 Aug
35	Labor Day Sale	29 Aug–3 Sep
36	Home Improvement	5–9 Sep
37	Sale/Toyland	12–16 Sep
38	Housewares Sale	19–23 Sep
39	Sale	26–30 Sep
40	AAFES Supersale	1–9 Oct
41	Sale/Fire Prevention	10–14 Oct
42	Sale	17–21 Oct
43	Action Industries Homemaker Fair Sale	24–28 Oct
44	Sale	31 Oct–4 Nov
45	Salute To Veterans Sale	7–11 Nov
46	Thanksgiving Sale	14–18 Nov
47	Welcome To Christmas Sale	23–25 Nov
48	Christmas Present Sale	28 Nov–2 Dec
49	Get Ready For Christmas Sale	5–9 Dec
50	Christmas (Featured Items: Optional by Region)	12–16 Dec
51	Christmas (Featured Items: Optional by Region)	19–23 Dec
52	White Sale	26–30 Dec

What it takes to be number one

- Number one selling brands year after year
- Consistently top quality products
- Preselling military consumers with saturation advertising
- Generations of consumer brand loyalty
- Unmatched leadership in store promotions
- Unprecedented in-store couponing that moves products faster

Only Johnson & Johnson has what it takes

Johnson & Johnson

SPECIAL MARKETS DIVISION

BAND-AID
BRAND
maxi-pads

AIR FORCE COMMISSARY SERVICE (AFCOMS)

Kelly AFB, Texas 78241
Phone: (512) 925-6655
Commander: Major General George C. Lynch, USAF

Maj. Gen. Lynch

Mr. Frank D. Derby

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Director of Data Automation
Lt. Col. William S. Welsch, USAF
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Merchandising Point of Contact
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Meat Specialist
Mr. Mike Domitrovich
Phone: (512) 925-7958

Produce Specialist
Mr. Carroll Allred
Phone: (512) 925-7958

AFCOMS BUYING PROCEDURES

Vendors who wish to participate in AFCOMS mandatory or monthly sales programs should make an appointment with Gary Duell at headquarters AFCOMS. He can be reached at (512) 925-7958. To qualify for manadatory sales, an item must currently be distributed to at least 60 percent of Air Force commissaries in the U.S. New products may also be presented under the new products mandatory program.

Presentations at headquarters AFCOMS are scheduled between 8 a.m. and 4 p.m. Monday through Friday. Any presentation requiring more than 30 minutes should be cleared in advance. Mail-in samples aren't accepted and all samples must be removed at the end of a presentation.

COMMISSARY REGIONS

EUROPEAN REGION AFCOMS
Ramstein AB, Germany
APO New York 09012
Autovon: 489-7296/7410

Commander
Col. Donald Maxwell, USAF

Deputy Commander
Mr. Robert Tate

PACIFIC REGION AFCOMS
Norton AFB, CA 92409
Phone: (714) 382-2211/2
Autovon 876-2211

Commander
Col. Edmund C. H. Yee, USAF

Deputy Commander
Victor G. Shuey

CONUS Commissary Complexes & Directors

Cal-Nev Complex AFCOMS/FC
Norton AFB, CA 92409
Elmer F. Duggan
(714) 889-3307

Capital Area Complex AFCOMS/FC
Langley AFB, VA 23665
Donald M. Leach
(804) 764-5004

Delta Complex AFCOMS/FC
Barksdale AFB, LA 71110
Richard Jones
(318) 456-4778

Gulf Area Complex AFCOMS/FC
Maxwell AFB, AL 36112
Marshall J. Atcheson
(205) 293-5466

Northeast Complex AFCOMS/FC
Hanscom AFB, MA 01731
Frederick W. Cory
(617) 861-3301

Northern Calif Complex AFCOMS/FC
McClellan AFB, CA 95652
J. D. Staples
(916) 643-3212

North Central Complex AFCOMS/FC
Offutt AFB, NE 68113
Lavern E. Larson
(402) 294-4815

Northwest Complex AFCOMS/FC
McChord AFB, WA 98438
Leon Gist
(206) 984-3941

Ohio Valley Complex AFCOMS/FC
Chanute AFB, IL 61868
John F. McGowan
(217) 495-4208

Rocky Mountain Complex AFCOMS/FC
Peterson AFB, CO 80914
Curtis Day
(303) 591-4201

South Central Complex AFCOMS/FC
Sheppard AFB, TX 76311
William McKrain
(817) 851-2884

Southeast Complex AFCOMS/FC
Charleston AFB, SC 29404
Thomas Lauder
(803) 554-3184

South Florida Complex AFCOMS/FC
MacDill AFB, FL 33608
Paul Fuqua
(813) 830-4147

South Texas Complex AFCOMS/FC
Lackland AFB, TX 78236
Clarence R. Maness
(512) 671-2981

Southwest Complex AFCOMS/FC
Luke AFB, AZ 85309
Edward L. Dove
(602) 848-8900

OVERSEAS COMMISSARY COMPLEXES & DIRECTORS

Alaska Complex AFCOMS/FC
Elmendorf AFB, AK 99506
Barton Hairr
Autovon 8-317-552-2233

UK Complex AFCOMS/FC
RAF Lakenheath, UK
APO New York 09179
Donald Morris
226-2034

Frankfurt Area Complex AFCOMS/FC
APO New York 09057
Samuel E. Cresanti
330-7718

Greece Complex AFCOMS/FC
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Dennis Floros
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Kaiserslautern Area Complex AFCOMS/FC
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James O'Meara
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Okinawa Complex AFCOMS/FC
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James E. Johnson
635-2310/5219

Spain Complex AFCOMS/FC
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Capt. Harry O. Mamaux III, USAF
723-6741

Trier Area Complex AFCOMS/FC
APO New York 09232
Iva Ward
453-7015/7211

AFCOMS 1984 SALES PROMOTION CALENDAR

The 1984 AFCOMS promotional schedule will include the following major sales:

Store Manager Sale (Red Coat Sale)	June 10–23
Eighth Anniversary Sale	Oct 14–Nov 10
Special Systemwide Sale	Mar 18–21

In addition, all the stores will be encouraged to participate with sales during the following seasonal and ethnic holidays:

Martin Luther King's Birthday	Jan 15
Black History Week	Mid-February
Jewish Passover	Apr 17–25
Cinco de Mayo	May 5
Asiatic & Pacific American Heritage Week	Mid-May
Federal Women's Week	Mid-August
National Hispanic Week	Mid-September

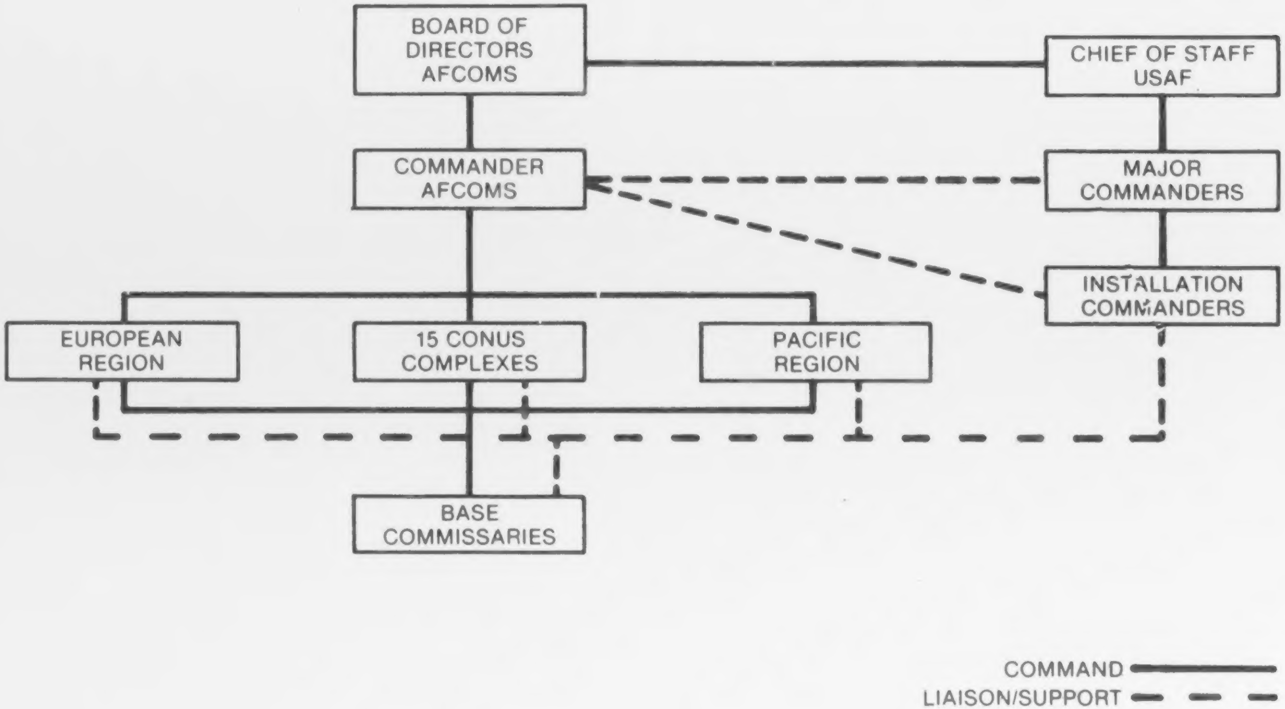
AFCOMS SALES BY DEPARTMENT
FY 1980–FY 1983*

Department	1980	1981	1982	1983*
GROCERY	$1,203,524,525	$1,364,044,134	$1,359,276,549	$1,043,745,044
MEAT	318,284,566	338,278,912	310,631,286	236,986,683
PRODUCE	72,184,882	85,865,322	79,418,459	59,456,133
TOTAL RESALE	$1,593,993,973	$1,788,188,368	$1,749,326,294	$1,340,187,860

*Sales through May of Fiscal Year 1983.

Source: AFCOMS

AIR FORCE COMMISSARY SERVICE


BOARD OF DIRECTORS AFCOMS
CHIEF OF STAFF USAF
COMMANDER AFCOMS
MAJOR COMMANDERS
INSTALLATION COMMANDERS
EUROPEAN REGION
15 CONUS COMPLEXES
PACIFIC REGION
BASE COMMISSARIES
COMMAND
LIAISON/SUPPORT

AFCOMS PERCENTAGE OF SHELF SPACE ALLOCATION BY PRODUCT CATEGORY

PRODUCT CATEGORY	% FACTOR
1. Best Buy	.030
2. Peanut Butter	.007
3. Jam and Jelly	.007
4. Liquid Dressing	.008
5. Mayonnaise and Salad Dressing	.008
6. Vinegar	.003
7. Pickles	.010
8. Olives	.003
9. Catsup and Mustard	.008
10. Barbecue Sauce	.003
11. Oil	.010
12. Shortening	.003
13. Gelatin, Puddings and Pie Fillings	.010
14. Flour	.007
15. Cake Mixes	.016
16. Baking Needs	.007
17. Gravies	.006
18. Sugar/Salt/Spices	.014
19. Pork and Beans	.007
20. Canned Vegetables/Mushrooms	.027
21. Potatoes	.003
22. Small Family Section	.004
23. Canned/Dry Fruits	.016
24. Juice	.024
25. Cocoa	.004
26. Tea	.007
27. Instant Coffee—Creamer	.009
28. Ground Coffee	.013
29. Milk/Canned and Dry	.007
30. Canned Soup	.021
31. Dry Soup	.005
32. Prepared Dinners	.008
33. Canned Fish	.008
34. Canned Meat	.008
35. Canned Macaroni	.005
36. Sauce and Paste	.010
37. Dry Macaroni	.013
38. International Foods	.017
39. Rice	.008
40. Dry Beans	.003
41. Cold Cereal	.045
42. Pop Tarts	.005
43. Hot Cereal	.004
44. Pancake Mix	.003
45. Pancake Syrup	.003
46. Cookies	.023
47. Candy/Peanuts (.018%/.009%)	.027
48. Snacks	.030
49. Powdered Beverages	.008
50. Soda	.037
51. Sanitary Napkins	.010
52. Health and Beauty Aids	.043
53. Baby Formula and Needs	.007
54. Baby Foods	.020
55. Baby Diapers	.030
56. Semi-Moist	.003
57. Dry Dog Food	.033
58. Canned Dog Food	.010
59. Dry Cat Food	.007
60. Canned Cat Food	.013
61. Cups—Plates	.010
62. Napkins	.010
63. Paper Towels	.038
64. Facial Tissue	.010
65. Toilet Tissue	.041
66. Bags and Wraps	.017
67. Box Detergent	.026
68. Liquid Detergent	.007
69. Bleaches	.007
70. Fabric Softeners	.007
71. Starch	.003
72. Liquid Dish	.010
73. Electric Dish	.003
74. Heavy Duty Cleaners	.007
75. Ammonia and Window Cleaners	.003
76. Soap Pads	.003
77. Cleansers	.003
78. Skilcraft	.010
79. Air Fresheners	.003
80. Waxes and Carpet Fresh	.003
81. Bar Soap	.010
82. Light Bulbs	.003
83. Charcoal—Insect	.006
84. Diet Foods	.007
85. Gourmet	.005

Special Notes:
Bread Crumbs and Stuffing—Located within fresh bakery.

Source: AFCOMS

AFCOMS SALES/INFLATION COMPARISON

QUARTERLY RETAIL SALES INCREASE* FY '80–FY '83 AND ANNUAL WHOLESALE FOOD INFLATION RATE**

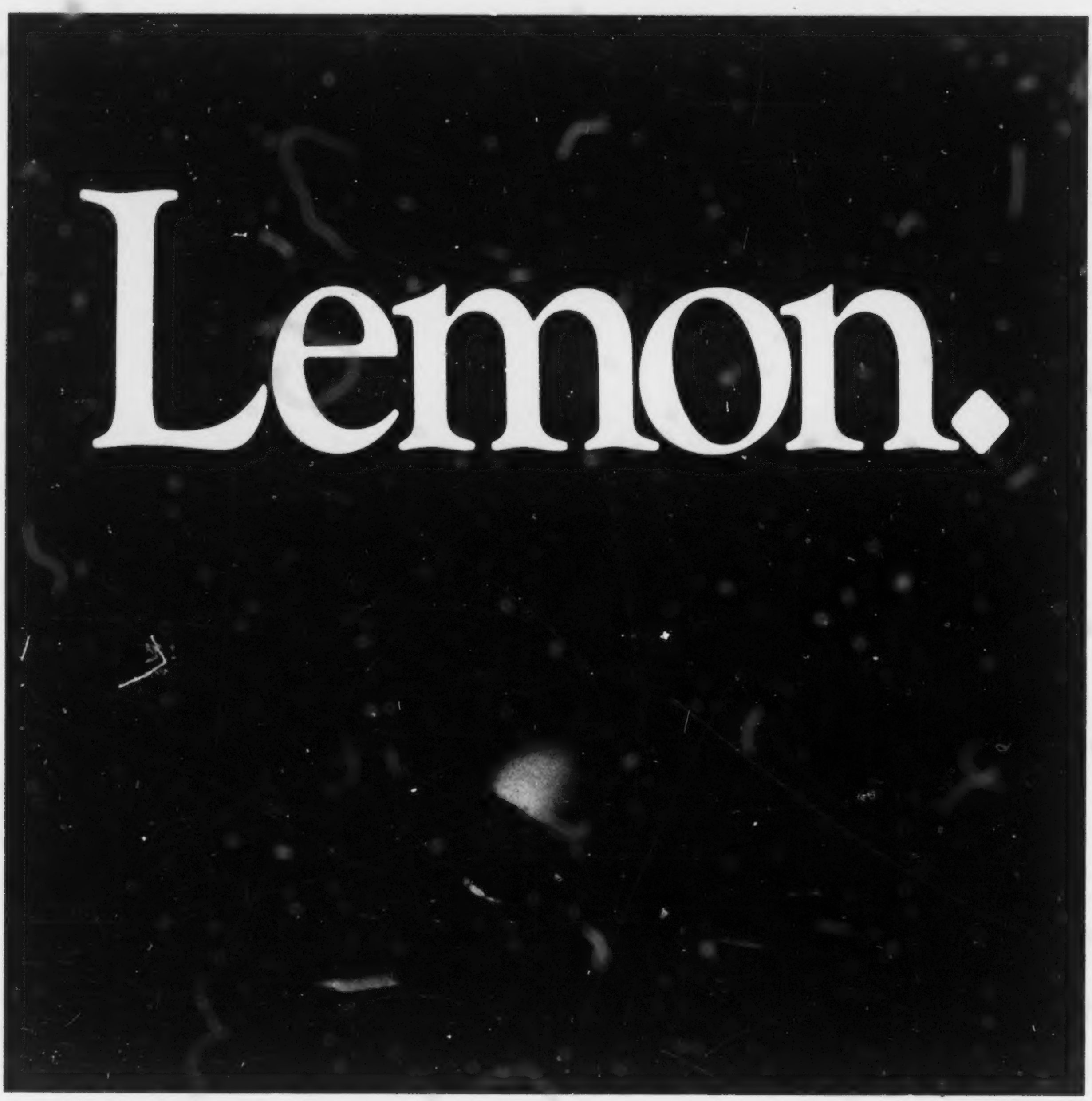
		Quarterly Retail Sales Increase	Rate of Inflation
FY80	1st Qtr.	6.8	7.6
	2nd Qtr.	6.6	4.0
	3rd Qtr.	6.3	1.7
	4th Qtr.	12.4	8.1
FY81	1st Qtr.	16.4	7.6
	2nd Qtr.	13.9	8.0
	3rd Qtr.	12.7	8.8
	4th Qtr.	10.1	4.4
FY82	1st Qtr.	8.1	1.8
	2nd Qtr.	5.5	2.2
	3rd Qtr.	7.0	3.6
	4th Qtr.	6.9	1.3
FY83	1st Qtr.	7.1	1.9
	2nd Qtr.	8.7	1.6

*Quarterly sales adjusted for organizational changes and the number of AFCOMS sales days.

**U.S. Department of Labor Producers Price Index, Finished Consumer Goods, Food.

Source: AFCOMS.

STOKELY VAN CAMP
It shows you've come to play.
INSTANT
Stokely
Gatorade



Wrong. The facts show that this little fruit is not a lemon. It's a fruit whose sales have been growing each of the past five years. And while olive sales have been going up, the Early California share has been climbing even faster. Over the past year we've become the #1 brand in the U.S., according to SAMI.

How did we do it? Easy. We're firmer. Tastier. We're able to process all of our olives promptly. And in our business, faster means firmer.

Taste test an Early California ripe olive. We think you'll agree that it's not a "lemon," it's a "peach."

Early California
SPANISH OLIVES
Early California
RIPE OLIVES

Early California Foods Inc. The firm olive firm.

10960 Wilshire Blvd. Los Angeles, CA 90024

DEFENSE LOGISTICS AGENCY

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VADM Grinstead

Maj. Gen. Peterson

Maj. Gen. Connolly

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RADM Duncan P. McGillivary, SC, USN

Office of Comptroller
W.J. Cassell

Office of Counsel
K.W. Kabeiseman

Office of the Inspector General
Col. R.W. Miller, USAF

Office of Command Security
COL B.J. Bonner, USA

Office of Installation Services and Environmental Protection
COL C.F. Potamos, USA

Office of Administration
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Office of Personnel
A.W. Hudson

Office of Small and Disadvantaged Business Utilization
R.W. Dellas

Directorate of Supply Operations
Brig. Gen. James E. Cassity, USMC

Directorate of Contracting
R.F. Chiesa

Directorate of Technical and Logistics Services
R.G. Bruner

Directorate of Contract Management
W.V. Gordon

Directorate of Quality Assurance
(VACANT)

DLA'S MISSION AND PURPOSE

The Defense Logistics Agency (DLA) is responsible to the Secretary of Defense for providing effective and economical support for services and supplies used in common by all the Military Services, other DoD components, federal, civil agencies, foreign governments, and others as authorized services and supplies to include assigned materiel commodities, items of supply, logistics services, contract administration services and other support services as directed by the Secretary of Defense. DLA also administers the operation of other assigned DoD programs.

DLA is responsible for materiel management encompassing item management classification, requirements and supply control, procurement, quality and reliability assurance, industrial mobilization planning, storage, inventory and distribution, transportation, maintenance and manufacture, provisioning, technical logistics data and information, value engineering and standardization.

Contract administration services provide support to the military departments and other DoD components, the National Aeronautics and Space Administration (NASA), other designated Federal and State agencies, and foreign governments.

Scientific and technical information support services of the centralized management information and technical report data banks at the Defense Documentation Center and administrative management of nine contractor-operated DoD Information Analysis Centers in selected fields of science and technology.

DLA also administers assigned DoD programs including the DoD Coordinated Procurement Program, Federal Catalog System, DoD Excess, Surplus, and Foreign Excess Personal Property Disposal Program, DoD Retail Interservice Support Program (DRIS), Defense Materiel Utilization Program, DoD Industrial Plant Equipment Program, Foreign Military Sales, operating Military Parts Control Advisory Groups (MPCAG) for standardization of parts at the system equipment design stage, DoD-wide program for redistribution/reutilization of excess automatic data processing equipment, Defense Automatic Addressing System, DoD Industrial Facilities Protection Program, DoD Arms, Ammunition and Explosives Inspection Program of DoD Prime and Subcontractors, Defense Precious Metals Recovery Program, Executive Agent for Materiel Redistribution via the Defense European and Pacific Redistribution activity (DEPRA), assigned logistics operations contingent to the National Civil Preparedness Program, assigned aspects of the DoD Food Service Management Program, DoD-wide Interchangeable/Substitutat.. Program, Military Standard Logistics Systems, Logistics Data Element Standardization and Management Program, Defense Procurement Management Review, administering hearing examiner and trial attorney functions related to the DoD Industrial Personnel Security Program, providing manpower data support to DoD and other Government agencies, as assigned, the DoD Hazardous Materiel Data System, and the Program Manager for the Defense Energy Information System.

DoD supply relationships are monitored with the General Services Administration (GSA).

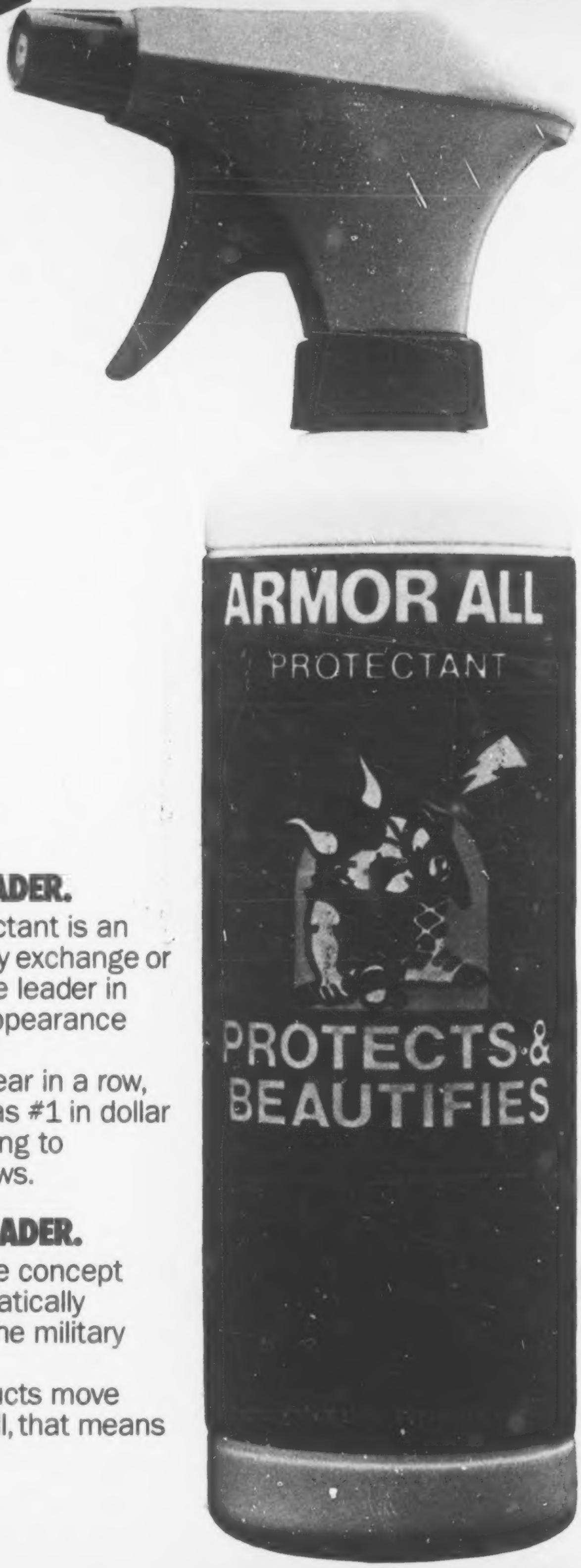
As the operating agency for the DoD Automated Placement Programs, DLA serves to provide administrative support to the Centralized Referral Activity whose functions are under ASD (MRA&L) supervision. These programs are the Centralized Referral System which provides for the placement of displaced DoD employees, the Overseas Employment Referral Program, and the Automated Career Management System (ACMS) for placement of employees registered in the DoD-wide career program for Procurement and Quality Assurance personnel.

DLA also provides systems analysis and design, procedural development, and maintenance for supply and service systems as assigned by the Secretary of Defense.

The constant objective of the DLA is to support military readiness.

***Defense Personnel Support Center (DPSC), a Supply Center primary level field activity, is listed separately in this Directory.**

LIQUID ASSETS.



SALES LEADER.

Armor All® Protectant is an asset to any military exchange or commissary. It's the leader in sales among all appearance chemicals.

For the fourth year in a row, 8 oz. Protectant was #1 in dollar movement according to Discount Store News.

PROFIT LEADER.

Our multiple size concept continues to dramatically increase turns in the military market.

And when products move as fast as Armor All, that means profit to you.

ADVERTISING LEADER.

Armor All is also #1 in customer awareness. Thanks to the largest advertising budget in its category.

And point-of-purchase and packaging that have created a brand image that's distinct among appearance chemical products.

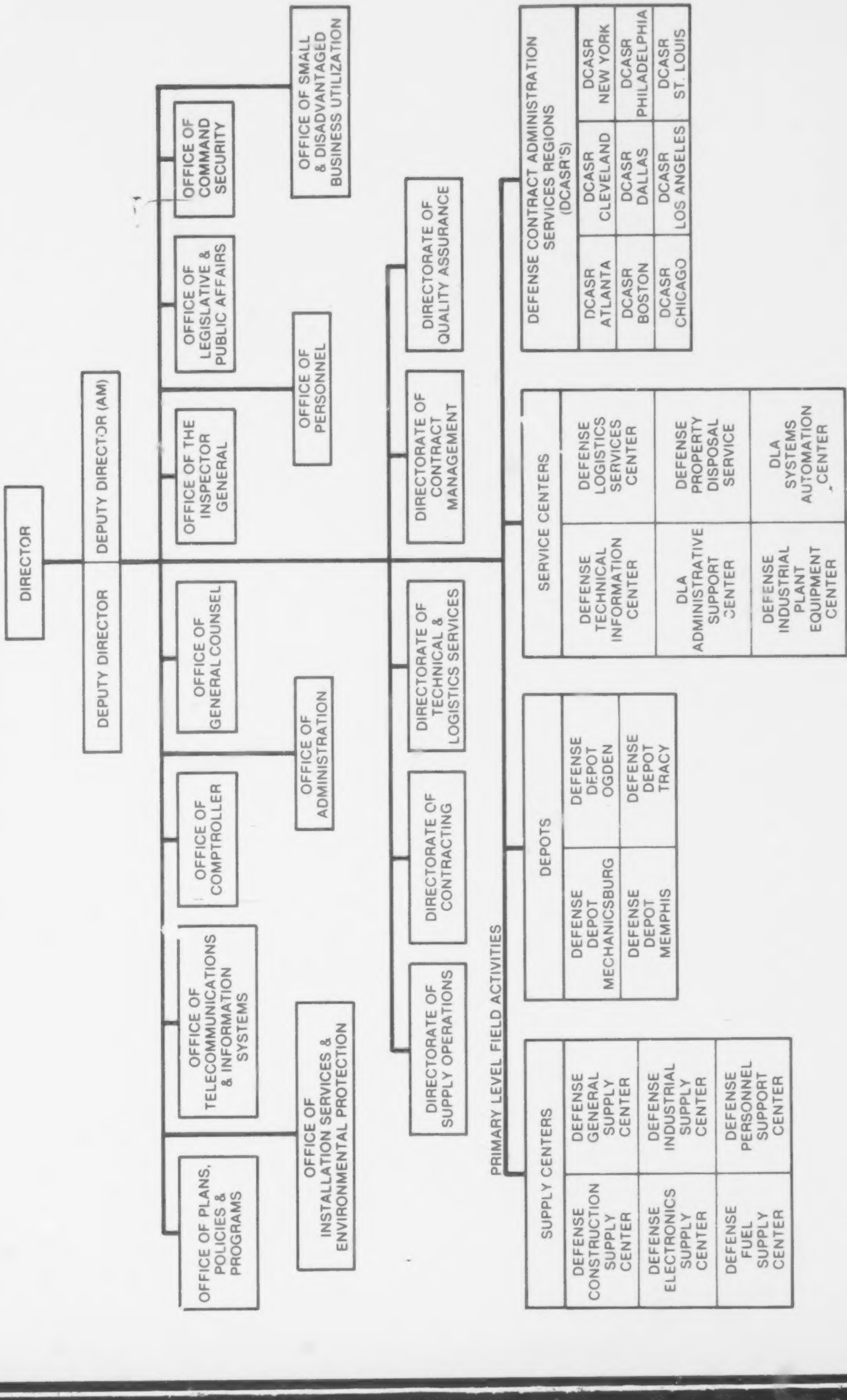
In short, Armor All is a proven leader. And that's a solid asset on your shelf.

ARMOR ALL

**IT'S SCIENCE.
BUT IT WORKS LIKE MAGIC.™**

© Armor All Products, 1983. Armor All is a registered trademark of McKesson Corporation.

DEFENSE LOGISTICS AGENCY


DIRECTOR
DEPUTY DIRECTOR
DEPUTY DIRECTOR (AM)
OFFICE OF PLANS, POLICIES & PROGRAMS
OFFICE OF TELECOMMUNICATIONS & INFORMATION SYSTEMS
OFFICE OF COMPTROLLER
OFFICE OF GENERAL COUNSEL
OFFICE OF THE INSPECTOR GENERAL
OFFICE OF LEGISLATIVE & PUBLIC AFFAIRS
OFFICE OF COMMAND SECURITY
OFFICE OF INSTALLATION SERVICES & ENVIRONMENTAL PROTECTION
OFFICE OF ADMINISTRATION
OFFICE OF PERSONNEL
OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION
DIRECTORATE OF SUPPLY OPERATIONS
DIRECTORATE OF CONTRACTING
DIRECTORATE OF TECHNICAL & LOGISTICS SERVICES
DIRECTORATE OF CONTRACT MANAGEMENT
DIRECTORATE OF QUALITY ASSURANCE
PRIMARY LEVEL FIELD ACTIVITIES
SUPPLY CENTERS
DEFENSE CONSTRUCTION SUPPLY CENTER
DEFENSE GENERAL SUPPLY CENTER
DEFENSE ELECTRONICS SUPPLY CENTER
DEFENSE INDUSTRIAL SUPPLY CENTER
DEFENSE FUEL SUPPLY CENTER
DEFENSE PERSONNEL SUPPORT CENTER
DEPOTS
DEFENSE DEPOT MECHANICSBURG
DEFENSE DEPOT OGDEN
DEFENSE DEPOT MEMPHIS
DEFENSE DEPOT TRACY
SERVICE CENTERS
DEFENSE TECHNICAL INFORMATION CENTER
DEFENSE LOGISTICS SERVICES CENTER
DLA ADMINISTRATIVE SUPPORT CENTER
DEFENSE PROPERTY DISPOSAL SERVICE
DEFENSE INDUSTRIAL PLANT EQUIPMENT CENTER
DLA SYSTEMS AUTOMATION CENTER
DEFENSE CONTRACT ADMINISTRATION SERVICES REGIONS (DCASR'S)
DCASR ATLANTA
DCASR CLEVELAND
DCASR NEW YORK
DCASR BOSTON
DCASR DALLAS
DCASR PHILADELPHIA
DCASR CHICAGO
DCASR LOS ANGELES
DCASR ST. LOUIS

DLA PRIMARY LEVEL FIELD ACTIVITIES*

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Deputy Commander
Col. D.R. Moore, USAF

Comptroller
F.W. Marlow

Director, Office of Planning & Management
Reid N. Poles (Acting)

Director, Storage & Transportation
Col. D.L. Hughes, USAF

Defense Depot Memphis
Memphis, TN 38114
Phone: (901) 775-6411

Commander
Col. W.E. Freeman, Jr., USAF

Deputy Commander
COL James A. Lovell, USA

Comptroller
C.J. Lord

Director, Office of Planning & Management
Lt. Col. Harold K. Lawler, USAF

Director, Storage & Transportation
CAPT T.R. Wild, SC, USN

Defense Depot Ogden
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Commander
CAPT Jerry B. Douglass, SC, USN

Deputy Commander
COL Robert E. Filer, USA

Office of Planning & Resource Management
H.W. Christofferson

Directorate of Storage & Transportation
Col. John R. Kelbaugh, USMC

Directorate of Installation Services
LCDR J.C. Shandy, SC, USN

Office Data Systems
CDR R.W. Heavener, SC, USN

Office of Civilian Personnel
Frederick P. Case

Defense Depot Tracy
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Phone: (209) 467-9001

Commander
Col. Morris A. Miller, USMC

Deputy Commander
COL L.V. Stephenson, USA

Office of Comptroller
C. Steele

Directorate of Storage & Transportation
Col. J.E. Leuenberger, II, USAF

Office of Planning & Management
LTC Milton M. Dahlke, USA

Defense Contract Administration Services Regions

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Phone: (404) 429-6411

Commander
CAPT Samuel J. Ligon, SC, USN

Deputy Commander
A.R. Glover

Small & Disadvantaged Business Utilization Specialist
A.R. Trippeer

Director, Office of Planning & Management
Frank Logan

Director, Directorate of Contract Administration
J. Robert Tarr

Director, Directorate of Systems & Financial Management
R. Murphy

Director, Directorate of Quality Assurance
R.E. Palmer

Defense Contract Administration Services Regions (continued)

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DCASMA Birmingham
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Birmingham, AL 35256
Phone: (205) 254-1454
Commander
COL Gene L. Brown, USA

DCASMA Orlando
3555 Maguire Blvd.
Orlando, FL 32803
Commander
CAPT James A. Raymond, SC, USN
Phone: (305) 896-6115

DCASR Boston
495 Summer St.
Boston, MA 02210
Phone: (617) 451-4306

Commander
Col. C.L. Hyland, USAF

Deputy Commander
Ralph C. Kabureck

Small Business & Economic Utilization Specialist
E.J. Fitzgerald

Directorate of Contract Management
J.P. Galimberti

Directorate of Quality Assurance
COL Robert E. Lees, USA

Directorate of Systems & Financial Management
S.P. Fieldman

Office of Planning & Management
Wilfred A. Sevigne

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CAPT Harry H. Weinberg, SC, USN

DCASMA Hartford
96 Murphy Rd.
Hartford, CT 06114
Phone: (203) 244-3223
Commander
Col. James D. Herget, USAF

DCASMA Bridgeport
181 Middle St.
Bridgeport, CT 06604
Phone: (203) 579-5501
Commander
Maj. Fulton D. Hayes, USAF

DCASMA Syracuse
Federal Building
100 S. Clinton St.
Syracuse, NY 13202
Commander
LTC Carl N. Price, USA

DCASR Chicago
O'Hare International Airport
6400 N. Mannheim Rd.
P.O. Box 66475
Chicago, IL 60666
Phone: (312) 694-2360

Commander
COL Frederick R. Bisch, USA

Deputy Comander
L.G. Donovan

Directorate of Systems & Financial Management
Katharine K. Nikkel

Directorate of Contract Administration
Paul McErlean

Directorate of Quality Assurance
Lyle O. Kaiser

Small & Disadvantaged Business Utilization Specialist
James L. Kleckner

DCASMA Chicago
O'Hare International Airport
6400 N. Mannheim Rd.
P.O. Box 66911
Chicago, IL 60666
Phone: (312) 694-6040
Commander
CAPT Russell W. Arendell, SC, USN

DCASMA Indianapolis
Building No. 1
Fort Benjamin Harrison, IN 46249
Phone: (317) 542-2016
Commander
Col. James M. Eller, USAF

DCASMA Milwaukee
Suite 340
Henry S. Reuss Federal Plaza
310 W. Wisconsin Ave.
Milwaukee, WI 53203
Phone: (414) 291-4321
Commander
CDR James M. Ullrich, SC, USN

DCASR Cleveland
Anthony J. Celebrezze Federal Building
1240 E. 9th St.
Cleveland, OH 44199
Phone: (216) 522-5101

Commander
COL Charles R. Henry, USA

Deputy Commander
J.L. Eck

Director, Office of Systems & Financial Management
Robert L. Mattingly

Directorate of Contract Administration
Huston Trout

Directorate of Quality Assurance
Col. Thomas R. Nash, USAF

Small & Disadvantaged Business Specialist
Wilma Combs

Defense Contract Administration Services Regions (continued)

DCASR Cleveland

DCASMA Cleveland
Anthony J. Celebrezze Federal Building
1240 E. 9th St.
Cleveland, OH 44199
Phone: (216) 522-5444
Acting Commander
Mr. Fred Helper

DCASMA Dayton
c/o Defense Electronic Supply Center
Building 1
Dayton, OH 45401
Phone: (513) 296-6065
Commander
Col. Ronald Fullerton, USAF

DCASMA Detroit
477 Michigan Ave.
Detroit, MI 48226
Phone: (313) 226-5000
Commander
COL James Miller, USA

DCASMA Ottawa
Journal Towers South
365 Laurier Avenue West
Ottawa, Ontario, Canada KIA 0S5
Phone: (613) 966-5020
Commander
COL Loren White, USA

DCASMA Grand Rapids
Riverview Center Building
678 Front St., N.W.
Grand Rapids, MI 49504
Phone: (616) 456-8601
Commander
CDR Peter Sautterwaite, SC, USN

DCASR Dallas
500 South Ervay St.
Dallas, TX 75201
Phone: (214) 670-9208

Commander
Col. Jack B. Bryan, USAF

Deputy Commander
Dan F. Walsh

Directorate of Systems and Financial Management
H.C. Heiser

Directorate of Contract Administration
J. Graham

Directorate of Quality Assurance
Col. Thomas S. Boone, USAF

Small Business
Kenneth E. Strack

DCASMA Dallas
500 South Ervay St.
Dallas, TX 75201
Phone: (214) 670-9381
Commander
Col. F.D. Herndon, Jr., USAF

DCASMA Phoenix
The Monroe School
215 N. Seventh St.
Phoenix, AZ 85032
Phone: (602) 241-2415
Commander
COL Todd I. Himes, USA

DCASMA San Antonio
P.O. Box 1040
615 E. Houston
San Antonio, TX 78294
Phone: (512) 229-6707
Commander
Lt. Col. David M. Block, USAF

DCASMA New Orleans
P.O. Box 29283
New Orleans, LA 70189
Phone: (504) 255-2535
Commander
CDR Gerald A. Lempka, SC, USN

DCASR Los Angeles
11099 S. LaCienega Blvd.
Los Angeles, CA 90045
Phone: (213) 643-0230

Commander
Brig. Gen. John H. Voorhees, USAF

Deputy Commander
R.H. Thompson

Directorate of Systems & Financial Management
D. Winder

Directorate of Contract Management
W.M. Lisec

Directorate of Quality Assurance
R.N. Milina

Small Business Specialist
S.L. Ganalon

DCASMA Inglewood
9920 S. LaCienega Blvd.
Inglewood, CA 90301
Phone: (213) 643-1153
Commander
COL Michael K. Gray USA

DCASMA Van Nuys
6230 Van Nuys Blvd.
Van Nuys, CA 91408
Phone: (213) 997-3301
Commander
Col. Anthony Vanagas, USAF

DCASMA Santa Ana
34 Civic Center Plaza
P.O. Box C-12700
Santa Ana, CA 92712
Phone: (714) 836-2701
Commander
Col. James F. Young, USAF

DCASMA San Francisco
1250 Bayhill Drive
San Bruno, CA 94066
Phone: (415) 876-9501
Commander
CAPT Ronald I. Iverson, SC, USN

DCASMA San Diego
Bldg 4, AF Plant 19-4297 Pacific Highway
San Diego, CA 92110
Phone: (619) 225-4731
Commander
CDR B.A. Hopkins

DCASMA Seattle
Naval Support Activity, Sand Point
Seattle, WA 98115
Phone: (206) 527-3238
Commander
Lt. Col. Mark C. Siefert, USAF

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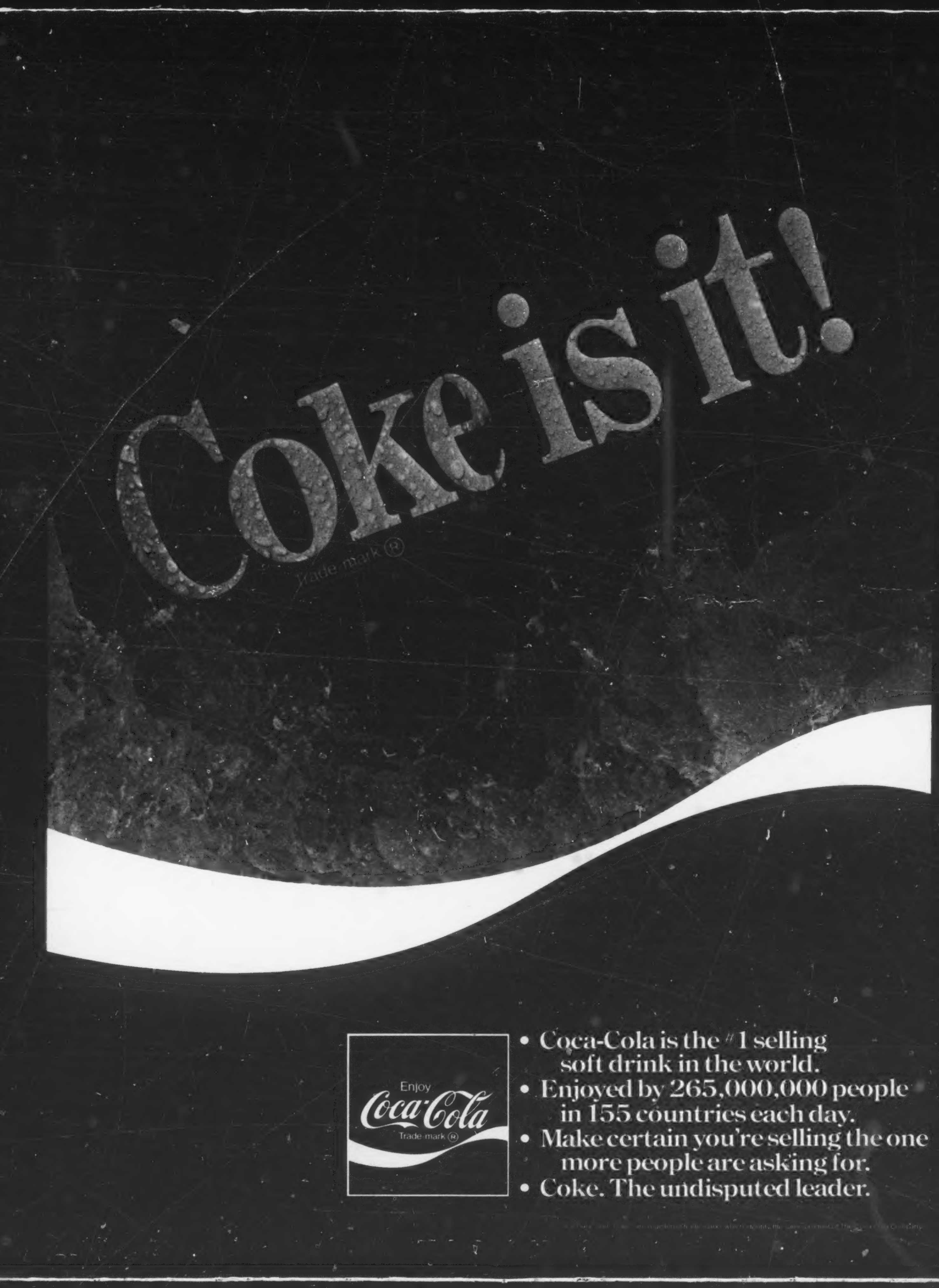
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DCASR New York
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New York, NY 10014
Phone: (212) 807-3000

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COL O.J. Guenther, USA

Deputy Commander
J.F. Donnelly

Directorate of Systems & Financial Management
T.L. McIntosh

Directorate of Contract Administration
J.F. Driscoll

Directorate of Quality Assurance
C. Hickey

DCASMA Garden City
605 Stewart Ave.
Garden City, LI, NY 11530
Phone: (516) 228-5600
Commander
COL J. Redding, USA

DCASMA Springfield
240 U.S. Route 22
Springfield, NJ 07081
Phone: (201) 379-7950
Commander
CAPT R.A. Yerplaetse, SC, USN

DCASMA New York
201 Varick St.
New York, NY 10014
Phone: (212) 807-3000
Commander
COL J.E. Jones, USA

DCASR Philadelphia
2800 S. 20th St.
Philadelphia, PA 19101
Phone: (215) 952-4000

Commander
CAPT Gerald D. Langer, SC, USN

Deputy Commander
A.J. Fistori

Directorate of Systems & Financial Management
J.M. Boyle

Directorate of Contract Management
A.J. Balzano

Directorate of Quality Assurance
M. Durlacher

Office of Planning & Management
R. Levitsky

DCASMA Baltimore
Hampton Plaza Bldg., Rm 200
300 E. Joppa Rd.
Towson, MD 21204
Phone: (301) 321-4820
Commander
COL Booker T. McManus, USA

DCASMA Reading
45 S. Front St.
Reading, PA 19602
Phone: (215) 320-5010
Commander
LTC Johnny L. Lambert, USA

DCASMA Pittsburgh
1610-S Federal Bldg.
1000 Liberty Ave.
Pittsburgh, PA 15222
Phone: (412) 644-5911
Commander
Lt. Col. Charles Schardong, USAF

DCASMA Philadelphia
P.O. Box 7699
Philadelphia, PA 19101
Phone: (215) 952-3402
Commander
Col. John E. Crouter, USAF

DCASR St. Louis
1136 Washington Ave.
St. Louis, MO 63101
Phone: (314) 263-6666

Commander
CAPT D.L. Bridwell, SC, USN

Deputy Commander
John A. Schenck

Small & Disadvantaged Business Utilization Specialist
Thomas Moore

Directorate of Contract Management
Thomas J. Coll

Directorate of Quality Assurance
S.J. Jones

Directorate of Systems & Financial Management
MAJ Charles D. Bartlett, USA

Office of Planning & Management
J.R. Jakle

DCASMA Cedar Rapids
1231 Park Place N.E.
Cedar Rapids, IA 52402
Phone: (319) 366-2201
Commander
LTC Robert V. DeJong, USA

DCASMA Denver
Suite E-3210
701 W. Hampden Ave.
Englewood, CO 80153
Phone: (303) 837-5255
Commander
Lt. Col. Lawrence H. Baker, USAF

DCASMA St. Louis
1136 Washington Ave.
St. Louis, MO 63101
Phone: (314) 263-6644
Commander
Capt. Paul D. Clark, USAF

DCASMA Twin Cities
2305 Ford Parkway
St. Paul, MN 55116
Phone: (612) 690-8200
Commander
Lt. Col. John R. Fischer, USAF

DCASMA Wichita
Wichita Mid-Continent Airport Terminal Bldg
Wichita, KS 67209
Phone: (316) 943-3220
Commander
Col John V. Orisini, USAF

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MG Brooks

Col. Rush

HEADQUARTERS-DPSC

Commander
MG Leo A. Brooks, USA
(215) 952-2300

Deputy Commander
Col. Thomas A. Rush, USAF
(215) 952-2303

Commander, Subsistence Field Activities/
Director, Subsistence
CAPT A.J. Nissalke, SC, USN
(215) 952-2900

Public Affairs Officer
Frank I. Johnson, Jr.
(215) 952-2311

Small Business Advisor
Vera Zappile
(215) 952-2321

Comptroller
Col. Vardaman Johnson, USAF
(215) 952-2700

Director, Clothing & Textiles
(VACANT)
(215) 952-3000

Director, Contracting & Production Policy
Col. Vernon F. Fowler, USAF
(215) 952-2600

Director, Installation Services
Lt. Col. Bobbe E. Hunsiker, USAF
(215) 952-2200

Director, Manufacturing
Col. Andrew Tuszynski, USA
(215) 952-3900

Director, Medical Material
Col. Julius Archie, USAF
(215) 952-2100

Director, Planning & Management
Col. Hubert M. Berthold, USAF
(215) 952-4100

Director, Transporting & Traffic Management
LTC Terrance J. McGinty, USA
(215) 952-2651

SUBSISTENCE HEADQUARTERS PERSONNEL

Commander
CAPT A.J. Nissalke, SC, USN
(215) 952-2900

Deputy Director
Kathleen Fitzgerald
(215) 952-2901

Executive Officer
MAJ James Nowlin, USA
(215) 952-2918

Chief, Management Planning Office
Lt. Col. Andrew P. Saves, USAF
(215) 952-2991

Chief, Supply Operations Division
COL Nicholas J. Craddock, USA
(215) 952-2903

Chief, Perishable Branch (Acting)
John Schwemmer
(215) 952-2912

Chief, Nonperishable Branch
Lt. Col. Henry J. Clark, USMC
(215) 952-2921

Chief, Field Activities Branch
CDR John Hartman, SC, USN
(215) 952-3611

Chief, Technical & Quality Assurance Division
COL Philip Gustin, USA
(215) 952-2951

Chief, Contracting and Production Division
CAPT D.S. Parsons, Jr., SC, USN
(215) 952-4200

Assistant Chief, Contracting and Production
Division
Alfred Cardone
(215) 952-4200

Chief, Dairy, Poultry and Bakery Branch
Walter Welsh
(215) 952-4203

Chief, Meat and Seafood Branch
MAJ Joseph DeLuca, USA
(215) 952-4205

Chief, Fruits and Vegetables Branch
Kimmie Debnam
(215) 952-4207

Chief, General Products Branch
LTC Charles Lalli, USA
(215) 952-4211

Chief, Commissary Support Branch
Edward J. Murray
(215) 952-4241

Chief, Operations Analysis Branch
Frank Masterson
(215) 952-4218

Chief, Brand Name Contracting
Danetta Fowler
(215) 952-4241

Chief, Contract Administration
Frances Smith
(215) 952-4243

ABOUT THE DPSC

The Defense Personnel Support Center (DPSC) directs its worldwide operations from Philadelphia, PA.

DPSC buys and manages food, clothing, and medical supplies for all the Armed Services, some Federal agencies and authorized foreign governments. Support of the Military Services with the highest quality food is crucial to the fighting ability of our Armed Forces. A variety of wholesome, nutritious, and appealing food is vital to health and morale.

The task is often difficult, for it requires obtaining food in all states—fresh, dehydrated, frozen, and canned—for eventual use in dining halls and field units and for resale in military commissaries worldwide. Food must be of the highest quality, purchased at the lowest price possible, and it must be processed, packaged, and transported so that it remains attractive and nourishing when served to service personnel in the field, at bases overseas, or in a submarine far below the surface of the ocean.

The DPSC quality assurance organization assists the Military Services in the development of specifications, and furnishes technical assistance throughout contracting, inspection, storage and delivery operations.

ABOUT THE DPSC (continued)

The Military Services and Federal agencies develop their food requirements and submit them to DPSC. They may also order brand name food and grocery items from the vendor, using requirements contracts negotiated by DPSC. These products are made available in military commissary stores for resale to military personnel and their dependents.

Management of food operations is decentralized through two Defense Subsistence Regions (DSR Pacific and DSR Europe), one located in Alameda, California and the other in Zweibrucken, Germany. The DSRs have responsibility for procurement, storage, inventory management (DSR Pacific only), quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 23 subsistence offices: 21 are in the United States, one in Hawaii and one in England. Seventeen of those offices are under the direction of DPSC headquarters, and five offices are controlled by DSR Pacific and one office by DSR Europe. Subsistence offices buy and monitor the storage and shipment of fresh fruit and vegetables and less than carlot quantities of chill and freeze items. Full carlot quantities are generally procured by DPSC headquarters.

DPSC is responsible for management and operations of four subsistence storage facilities. One, the Defense Subsistence Storage Facility, Bayonne, New Jersey, handles perishable subsistence and is under the direction of DPSC headquarters. The remaining three are located in West Germany and are operated by DSR Europe. The defense subsistence storage facilities at Kaiserslautern and Bremerhaven distribute perishable subsistence, and the Gemersheim facility handles nonperishables.

SUBSISTENCE FIELD ACTIVITIES—CONUS

DSO & SF Bayonne
Military Ocean Terminal-Bldg 35
Bayonne, NJ 07002
Chief
MAJ Stephen R. Page, USA
Autovon: 247-7441

DSO Birmingham
2500 2nd Street West
Birmingham, AL 35204
Procurement Officer
Oren H. Griffin
Autovon: 340-1522

DSO Boston
555 Pleasant Street
Watertown, MA 02172
Chief
George Marquart
Autovon: 340-1522

DSO Cheatham
NSC Cheatham Annex
Williamsburg, VA 23185
Chief
LCDR Isidro Barrera, SC, USN
Autovon: 695-4771

DSO Chicago
55 E. Jackson Blvd.-Rm 1400
Chicago, IL 60604
Procurement Officer
Harold Shock
Autovon: 930-2383

DSO Columbia
Strom Thurmond Federal Bldg.
Room 865-B, 1835 Assembly St.
Columbia, SC 29201
Procurement Officer
James LoCicero
Autovon: 697-6555

DSO Denver
c/o Merchant Refrigeration Co.
5120 Race Court
Denver, CO 80216
Procurement Officer
Carl Shock
Autovon: 943-5277

DSO El Paso
Room 312, 6070 Gateway East
El Paso, TX 79905
Procurement Officer
Robert Green
Autovon: 888-3372

DSO Fort Worth
P.O. Box 6838
Fort Worth, TX 76115
Procurement Officer
James Rachel
Autovon: 940-1281

DSO Jacksonville
1429 W. 16th St.
Jacksonville, FL 32209
Procurement Officer
Albert Neves
Autovon: 854-9237

DSO Kansas City
Room 1768, 601 E. 12th St.
Kansas City, MO 64106
Chief
(VACANT)
Autovon: 463-2431

DSO Landover
1811 Cabin Branch Dr.
Landover, MD 20785
Procurement Officer
Lloyd Conley
Autovon: 296-1997

DSO Nashville
921 3rd Avenue North
Nashville, TN 37201
Procurement Officer
Eugene Teeters
Autovon: 697-6557

DSO New Orleans
4400 Dauphine Street
New Orleans, LA 70146
Procurement Officer
Raymond Thompson
Autovon: 363-1133

DSO Philadelphia
777 Pattison Avenue
Philadelphia, PA 19148
Procurement Officer
Jeffrey Halperin
Autovon: 444-3893

DSO San Antonio
339 N. Medina Street
P.O. Box 777
San Antonio, TX 78207
Procurement Officer
Frank J. Fitzgerald
Autovon: 940-1297

DSO Tampa
c/o Harborside Refrigeration Services
2900 Guy N. Verga Blvd.
Tampa, FL 33675
Procurement Officer
(VACANT)
Autovon: 968-3773

Orlando Purchasing Office
Federal Bldg.-Rm. 423
80 Hughey Street
Orlando, FL 32801
Vincent Flaliolia
Autovon: 854-9245

DEFENSE FOOD LIAISON OFFICE—PACIFIC

Defense Food Liaison Office—Pacific
Camp H.M. Smith
Hawaii 96861
Commercial: (808) 477-5221/5257

Chief
CDR Dennis Krisman, SC, USN
Commercial: (808) 477-5221/5257

Assistant Chief
Vincent Pitcavage
Commercial: (808) 477-5221/5257

DEFENSE SUBSISTENCE REGION—EUROPE

Defense Subsistence Region—Europe
APO New York 09052
Commercial: 2281-5330

Commander
COL James E. Dougherty, USA
Commercial: 2281-5330

Deputy Commander
Richard Fabbri
Commercial: 2281-5330

Customer Assistance Office
Matt M. Hyatt
Commercial: 2281-5305

Office of Quality Assurance
MAJ Heiko W. Volkmann, USA
Commercial: 2281-5350

Management Support Office
(VACANT)
Commercial: 2281-5335

Supply Operations Division
Vincent R. Folio (Acting)
Commercial: 2281-5300

Purchasing Division
Elmer C. Grove
Commercial: 2281-5370

Contracting Officer, Meat Branch
(VACANT)
Commercial: 2281-5355

Contracting Officer, Dairy Branch
Capt. Michael A. Beddome, USAF
Commercial: 2281-5365

Produce Branch
1Lt. Louis Mure, USAF
Commercial: 2281-5380

Contract Services Branch
Louis K. Radcliff
Commercial: 2281-5380

Contracting Officer, General Product Branch
MAJ Thomas E. Doran, USA
Commercial: 2281-5360

Defense Subsistence Storage Activity Europe
LTC James Lew, USA
Commercial: 2281-5345

Defense Subsistence Storage Facility, Kaiserslautern
Chief
MAJ Dwight Phillips, USA
Commercial: 6450-7557

Defense Subsistence Storage Facility, Bremerhaven
Lother Marotzke
Commercial: 2241-2441/8758

Defense Subsistence Storage Facility, Gemersheim
Chief
MAJ Thomas Thompson, USA
Commercial: 2215-1110 ×809/573

Defense Subsistence Purchasing Office Copenhagen
Lt. Col. William Lounsbury, USAF
Commercial: 00451-424519

Defense Subsistence Purchasing Office, The Hague
Joseph A. Helsinki
Commercial: 00317-0908782

Defense Subsistence Purchasing Office, Rome
Louis V. Giacalone
Commercial: 00396-461060

Defense Subsistence Office, Felixstowe (England)
Chief
(VACANT)
APO New York 09755
Commercial: 0044-3942

DEFENSE SUBSISTENCE REGION—PACIFIC

Defense Subsistence Region—Pacific
2155 Mariner Square Loop
Alameda, CA 94501
Autovon: 686-4131
Commercial: (415) 869-4131

Commander
CAPT James R. Wilber, SC, USN
Commercial: (415) 869-4131

Deputy Commander
L.B. Kotter
Commercial: (415) 869-4132

Quality Assurance
MAJ Gary D. Hanna, USA
Commercial: (415) 869-3721

Purchasing Division
LTC John L. Marshall, USA
Commercial: (415) 869-2051

Transportation & Traffic Management (Acting)
J.J. Kekos
Commercial: (415) 869-2522

Data Systems
Dick Bretto
Commercial: (415) 869-2162

Accounting & Finance
Anthony W. Speranna
Commercial: (415) 869-4491

Management Support Office
Pat Strong
Commercial: (415) 869-3656

Supply Operations Division
Maj. R. Dela-Cruz, USAF
Commercial: (415) 869-2306

Defense Subsistence Office, Alameda
Chief
LCDR Nancy C. Knapp-Parisi, SC, USN
2155 Mariner Square Loop
Alameda, CA 94501
Commercial: (415) 869-3006

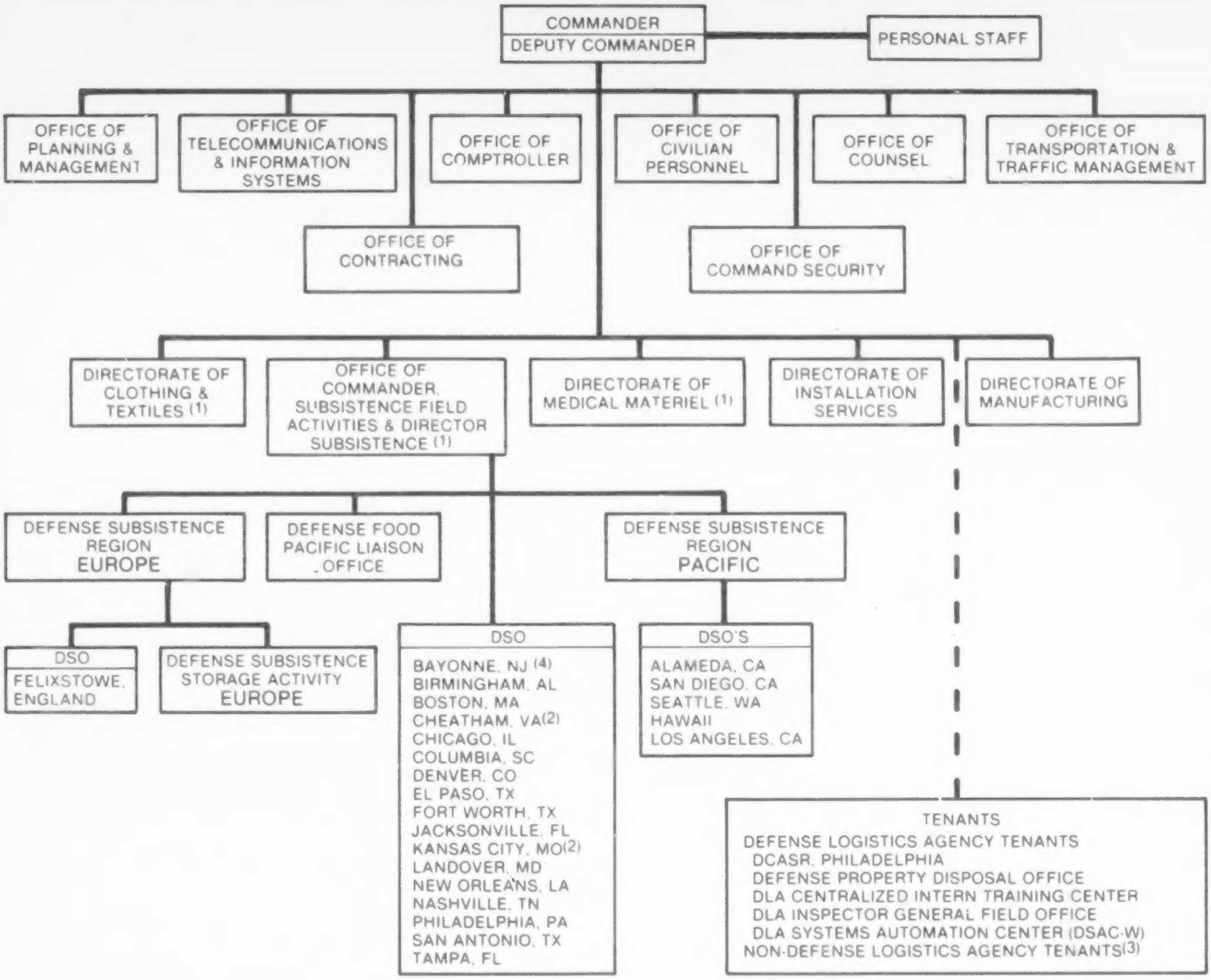
Defense Subsistence Office, Hawaii
Chief
Mrs. Madelyn C. Lum
P.O. Box 300
Pearl Harbor, HI 96860
Commercial: (808) 471-8341

Defense Subsistence Office, Los Angeles
Chief
Calvin Fowler
5600 Rickenbacker Rd., Bldg.-6A
Bell, CA 90201
Commercial: (213) 643-1370

Defense Subsistence Office, San Diego
Chief
LCDR George D. Outlaw, SC, USN
P.O. Box 709
San Diego, CA 92112
Commercial: (619) 235-3861

Defense Subsistence Office, Seattle
Chief
MAJ F.W. Haylett, USA
6749 E. Marginal Way South
Seattle, WA 98108
Commercial: (206) 281-3118

DEFENSE PERSONNEL SUPPORT CENTER


COMMANDER
DEPUTY COMMANDER
PERSONAL STAFF
OFFICE OF PLANNING & MANAGEMENT
OFFICE OF TELECOMMUNICATIONS & INFORMATION SYSTEMS
OFFICE OF COMPTROLLER
OFFICE OF CIVILIAN PERSONNEL
OFFICE OF COUNSEL
OFFICE OF TRANSPORTATION & TRAFFIC MANAGEMENT
OFFICE OF CONTRACTING
OFFICE OF COMMAND SECURITY
DIRECTORATE OF CLOTHING & TEXTILES (1)
OFFICE OF COMMANDER, SUBSISTENCE FIELD ACTIVITIES & DIRECTOR SUBSISTENCE (1)
DIRECTORATE OF MEDICAL MATERIEL (1)
DIRECTORATE OF INSTALLATION SERVICES
DIRECTORATE OF MANUFACTURING
DEFENSE SUBSISTENCE REGION EUROPE
DEFENSE FOOD PACIFIC LIAISON OFFICE
DEFENSE SUBSISTENCE REGION PACIFIC
DSO
FELIXSTOWE, ENGLAND
DEFENSE SUBSISTENCE STORAGE ACTIVITY EUROPE
DSO
BAYONNE, NJ (4)
BIRMINGHAM, AL
BOSTON, MA
CHEATHAM, VA(2)
CHICAGO, IL
COLUMBIA, SC
DENVER, CO
EL PASO, TX
FORT WORTH, TX
JACKSONVILLE, FL
KANSAS CITY, MO(2)
LANDOVER, MD
NEW ORLEANS, LA
NASHVILLE, TN
PHILADELPHIA, PA
SAN ANTONIO, TX
TAMPA, FL
DSO'S
ALAMEDA, CA
SAN DIEGO, CA
SEATTLE, WA
HAWAII
LOS ANGELES, CA
TENANTS
DEFENSE LOGISTICS AGENCY TENANTS
DCASR, PHILADELPHIA
DEFENSE PROPERTY DISPOSAL OFFICE
DLA CENTRALIZED INTERN TRAINING CENTER
DLA INSPECTOR GENERAL FIELD OFFICE
DLA SYSTEMS AUTOMATION CENTER (DSAC-W)
NON-DEFENSE LOGISTICS AGENCY TENANTS(3)

NOTES

(1) INCLUDES SEPARATE COMMODITY FUNCTIONS FOR SUPPLY TECHNICAL/QUALITY ASSURANCE AND CONTRACTING AND PRODUCTION

(2) AUGMENTED DSO'S ADDITIONAL CHILL & FREEZE PROCUREMENT MISSION

(3) LISTED IN DPSC MANUAL 5810.1

(4) ALSO A DEFENSE SUBSISTENCE STORAGE FACILITY

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Moist Meals
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Procter & Gamble

US ARMY TROOP SUPPORT AGENCY

Bldg, P-12400, Ft. Lee, VA 23801
Phone: (804) 734-3600, Autovon 687-3600
Commander: Brigadier General (P) Eugene L. Stillions, Jr., USA

BG (P) Stillions, Jr.

HEADQUARTERS

Commander
BG (P) Eugene L. Stillions, Jr., USA
(804) 734-3600

Deputy Commander
(VACANT)
(804) 734-1600

Chief of Staff
COL Thomas A. Banner, USA
(804) 734-2202

Director/Commissary Operations
Charles E. Fulmore
(804) 734-1742

Deputy Director/Commissary Operations Directorate
LTC Robert D. Maybury, USA
(804) 734-1548

Chief/Program Management Office
SGM Kenneth C. Hash, USA
(804) 734-2142

Chief/Operations Division
Ernest Champion
(804) 734-1731

Chief/Plans Division
Paul W. McCarthy
(804) 734-4785

Director, Resource Management
Rosemary H. Buettner
(804) 734-2652

Chief/Management Analysis Division
Vernon L. Divers, Jr.
(804) 734-1344

Chief/Budget & Acctg. Division
Ann P. Andrews
(804) 734-4552

Director/Food Service Directorate
COL Ralph D. Cahill, USA
(804) 734-3145

Chief/Dietary Programs Division
Alice V. Skinner
(804) 734-3951

Chief/Troop Subsistence Division
LTC William C. Gehler, USA
(804) 734-4147

Chief/Food Management Assistance Team Division
LTC Larry G. Ledford, USA
(804) 734-2511

Chief/Troop Food Service Division
LTC Paul W. Phillips, USA
(804) 734-1868

Director, Clothing & Services Directorate
John W. Jones
(804) 734-2310

Chief/Laundry & Dry Cleaning Division
George Fanning
(804) 734-1706

Chief/Clothing & Indiv. Equip. Division
William C. Davis
(804) 734-2310

Director, Engineering & Materiel
COL John P. Ratcliffe, USA
(804) 734-2426

Chief/Engineering Design Division
John D. Figuieras
(804) 734-1643

Chief/Facilities & Materiel Management Division
David H. Freedman
(804) 734-3216

Director, Concepts & Systems
COL Glenn K. Matsumoto, USA
(804) 734-1951

Deputy Director, Concept & Systems
Mark E. McCormack
(804) 734-1951

Concepts, Doctrine & Systems Development Division
MAJ (P) Garold Van Doren, USA
(804) 734-1153

Management Information Systems Division
Dolores P. Klepper
(804) 734-2247

Chief/Office of Administrative Services
Charles V. Riddick
(804) 734-4168

Principal Assistant Responsible for Contracting
Crosby H. Johnson
(804) 734-3263

Vet Staff Officer
LTC (P) John T. Ervin, USA
(804) 734-2867

Public Affairs Officer
Florence I. Dunn
(804) 734-3060

Inspector General
COL Robert J. Cuthbertson, USA
(804) 734-3437

Equal Employment Manager/Equal Opportunity Officer
James A. Canady, Sr.
(804) 734-1846

TSA BUYING PROCEDURES

National and regional brand name items sold in Army commissaries are selected at the Commissary Regional level, based on criteria established by the individual Regions. Vendors desiring to introduce new items available on a national or regional basis may make presentations to the Regional headquarters or to the individual commissaries. Local items available only for specific commissaries may be selected for stockage at the commissary level. Presentation of local items should be made directly to the individual commissaries concerned.

National brand name items selected for stockage and available under Defense Personnel Support Center Brand Name Supply Bulletin Contracts are obtained through orders placed against these contracts by TSA's Regions. Two methods are used to place these orders. The first method is automated or manual orders which specify exact quantities and specific delivery dates. The second method involves Blanket Delivery Orders which set forth terms and conditions for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Specification items such as bread, milk and eggs are ordered from competitive Requirements Type Contracts established by the DPSC.

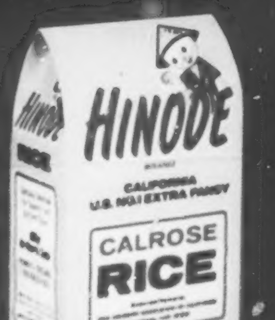
All other items, to include national, regional and local brands, which are not available from DPSC's Supply Bulletins or competitive contracts, are obtained from Blanket Purchase Agreements established by the Regions. These agreements are set up with vendors who have the capability of furnishing the selected products to the commissaries concerned. The agreements provide for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Authentically Asian!

There are no substitutes for authenticity. The art of growing and preparing rice originated in the Orient, and the superior texture and flavor of Asian rice are legendary. Hinode is a proud heir to this ancient tradition, and your worldly military customers know better than most the difference between our genuine product and lackluster imitation brands. That's why the legions of Hinode fans won't settle for anything less. Stay on top of your customers' tastes. Stock Hinode, the authentic Asian rice.

(hee-no-de)

HINODE


HINODE
HINODE
RICE
CALIFORNIA
U.S. NO.1 EXTRA FANCY
CALROSE
RICE

SOUTHEAST COMMISSARY REGION

(SECOR)

Ft. Lee, VA 23801
(804) 734-4666

Director
Hugh M. Hodges, Jr.
(804) 734-4492

Deputy Director
Cecil J. Boggs, Jr.
(804) 734-4666

Chief/Accounting Division
Christine Clark
(804) 734-2297

Chief/Inventory Management Division
Donna H. Suyes
(804) 734-3668

Chief/Resource Management Division
Mary B. Atwater
(804) 734-3748

Chief Contracting Division
Thomas Boyett
(804) 734-2485

Chief/Management Informations System Division
Herb Funk, Jr.
(804) 734-4463

Chief/Operations Division
(VACANT)
(804) 734-1295

Chief/Operations & Services Branch
Tom Kiefer
(804) 734-2236

Chief/Meat and Produce Branch
Mattie Douglas
(804) 734-3448

NORTHEAST COMMISSARY REGION

(NECOR)

Fort George G. Meade, MD 20755
Phone: (301) 677-5689

Director
Roy H. Ballinger
Phone: (301) 677-4932

Deputy Director
Jacques B. Loraine, Jr.
Phone: (301) 677-4932

Chief/Resource Management Division
LTC Douglas Mathis, USA
Phone: (301) 677-5415

Chief/Contracting Division
Lavern S. Goddard
Phone: (301) 677-4411

Chief/Information Systems Division
Chester R. Schmidt
Phone: (301) 677-5462

Chief/Operations Division
Brian C. Hood
Phone: (301) 677-4958

Acting Chief/Inventory Management Division
Pamela J. Pervier
Phone: (301) 677-5337

Chief/Operations & Services Branch
MAJ William K. Huff, USA
Phone: (301) 677-4958

Chief/Accounting Division
Steven J. Sharpeta
Phone: (301) 677-4775

MIDWEST COMMISSARY REGION

(MWCOR)

Fort Sam Houston, TX 78234
Phone: (512) 221-5684

Director
William D. Smith
Phone: (512) 221-5684

Deputy Director
Ronald E. Renaud
Phone: (512) 221-6190

Chief/Resource Management Division
LTC David B. Armstrong, USA
Phone: (512) 221-6290

Chief/Contracting Division
James A. Flaksa, Sr.
Phone: (512) 221-5280

Chief/Management Information Systems Division
John J. Loughlin
Phone: (512) 221-5398

Chief/Operations Division
J.P. Davidson
Phone: (512) 221-6488

Chief/Operations & Services Branch
MAJ Robert L. Ward, USA
Phone: (512) 221-6793

Chief/Meat & Produce Branch
Sumner Cohen
Phone: (512) 221-3784

Chief/Inventory Management Division
Robert F. Cross
Phone: (512) 221-6496

Chief/Accounting Division
Gerald J. Jendrusch
Phone: (512) 221-6195

WESTERN COMMISSARY REGION

(WCOR)

Fort Lewis, WA 98433
Phone (206) 967-3364

Commander
COL John A. Pagel, USA
Phone: (206) 967-3364

Deputy to the Commander
John D. Rose
Phone: (206) 967-3487

Chief/Inventory Management Division
Margaret C. Dehaven
Phone: (206) 967-2511

Chief/Resource Management Division
Marie Holloway
Phone: (206) 967-4572

Chief/Contracting Division
Roger R. Kubik
Phone: (206) 967-4660

Chief/Management Information Systems Division
John E. Murray
Phone: (206) 967-3671

Chief/Operations Division
Delmar V. Craig
Phone: (206) 967-2729

Chief/Operations & Service Branch
MAJ Stephanie A. Rast, USA
Phone: (206) 967-2554

Chief/Meat & Produce Operations Branch
D. Tsugio Sakuma
Phone: (206) 967-2838

KOOL Super Nights Concerts...

again in 1983!

B&W's free, on-base KOOL Super Nights Concerts are just one of the many ways we add a new dimension to your cigarette merchandising effort. When it comes to targeting in on your cigarette market, B&W is the leader. That's because we offer more merchandising programs than anyone else . . . and have the flexibility to tailor programs to meet your needs . . . whether it's patron savings, product movement or profit.

For details about our specialized programs, simply contact your B&W Military Sales Manager.

Our business is helping yours.

BROWN & WILLIAMSON TOBACCO CORPORATION

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EUROPEAN COMMISSARY REGION

(EURCOR)

APO New York 09052
Zweibruecken, Germany
Phone: Zweibruecken Military—7192

Commander
COL Jarrett L. Kenyon, USA
Phone: 7192

Deputy to the Commander
Dennis A. Syracuse
Phone: 6515

Chief/Resource Management Division
Edward L. Froschauer
Phone: 6482

Civilian Personnel Adviser
Janet P. Manov
Phone: 7133

Chief/Supply Management Division
(VACANT)
Phone: 7189

Chief/Commissary Operations Division
Edward F. Wenglowski
Phone: 6411

Chief, Management Info. Systems Division
Robert J. Boshinsky
Phone: 8369

TSA 1984 SALES PROMOTION CALENDAR

MONTH	EVENT(S)
January	New Year of Bargains
February	Value-Tine Days
March	Spring Clean-a-Thon
April	Cottontail Savings Days
May	TSA 8th Anniversary Saleabration (all regions)*
June	Summer Time Bonanza Sale
July	Red, White and Blue Days of Value
August	Red Hot August Savings
September	Back to School Sales Event
October	Little Ghosts and Goblin Days
November	Stock Up for Winter Days
December	Christmas Holiday Savings Special

*Dates for "Saleabration" are tentative and subject to change because of the tremendous preparation and time involved to ensure success.

Note: With the exception of the TSA 8th Anniversary Saleabration, the other sales event themes merely set a mood or precedent for the type of voluntary price reductions/promotional activities customers may expect to find during that special time or holiday of the year. The 8th Anniversary Saleabration is an accepted TSA theme that will include promotions from a diversified field of suppliers under this theme title.

Specific dates of these promotions and dates of other events such as new/renovated store openings, holiday schedules, are not printed this far in advance. Duration of sales events and brand of items offered for promotion will vary from store to store.

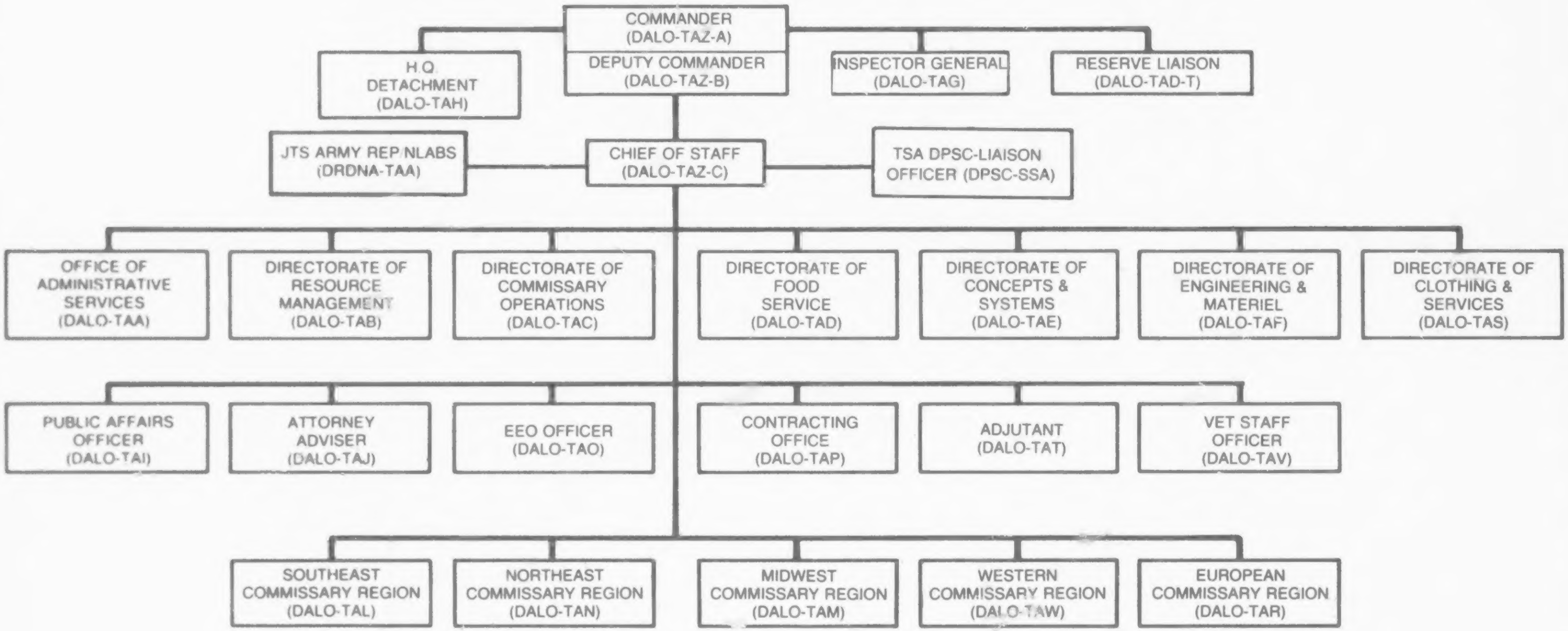
SALES BY DEPARTMENT
FY 1979–FY 1983*

	GROCERY	MEAT	PRODUCE	TOTAL
FY 79	965,852,734	194,951,899	52,021,877	$1,212,826,510
FY 80	991,746,296	257,653,236	57,799,913	$1,307,199,445
FY 81	1,086,715,268	274,544,491	64,971,540	$1,426,241,299
FY 82	1,151,424,429	281,939,767	67,920,681	$1,501,284,877
1st Qtr. FY 83	310,098,664	72,319,535	15,203,974	$ 397,622,173
2nd Qtr. FY 83	297,370,878	66,122,890	15,172,713	$ 378,666,481

*First 6 months of FY 83

Source: USATSA

U.S. ARMY TROOP SUPPORT AGENCY


COMMANDER (DALO-TAZ-A)
DEPUTY COMMANDER (DALO-TAZ-B)
H.Q. DETACHMENT (DALO-TAH)
INSPECTOR GENERAL (DALO-TAG)
RESERVE LIAISON (DALO-TAD-T)
JTS ARMY REP/NLABS (DRDNA-TAA)
CHIEF OF STAFF (DALO-TAZ-C)
TSA DPSC-LIAISON OFFICER (DPSC-SSA)
OFFICE OF ADMINISTRATIVE SERVICES (DALO-TAA)
DIRECTORATE OF RESOURCE MANAGEMENT (DALO-TAB)
DIRECTORATE OF COMMISSARY OPERATIONS (DALO-TAC)
DIRECTORATE OF FOOD SERVICE (DALO-TAD)
DIRECTORATE OF CONCEPTS & SYSTEMS (DALO-TAE)
DIRECTORATE OF ENGINEERING & MATERIEL (DALO-TAF)
DIRECTORATE OF CLOTHING & SERVICES (DALO-TAS)
PUBLIC AFFAIRS OFFICER (DALO-TAI)
ATTORNEY ADVISER (DALO-TAJ)
EEO OFFICER (DALO-TAO)
CONTRACTING OFFICE (DALO-TAP)
ADJUTANT (DALO-TAT)
VET STAFF OFFICER (DALO-TAV)
SOUTHEAST COMMISSARY REGION (DALO-TAL)
NORTHEAST COMMISSARY REGION (DALO-TAN)
MIDWEST COMMISSARY REGION (DALO-TAM)
WESTERN COMMISSARY REGION (DALO-TAW)
EUROPEAN COMMISSARY REGION (DALO-TAR)

m&m's
BRAND
PLAIN
CHOCOLATE CANDIES
Official Snack Food
1984 Olympic Games
m
m
m&m's
BRAND
PEANUT
CHOCOLATE CANDIES
Official Snack Food
1984 Olympic Games
SNICKERS
SNICKERS
Official Snack Food
1984 Olympic Games

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Official Snack Foods of the 1984 Olympic Games

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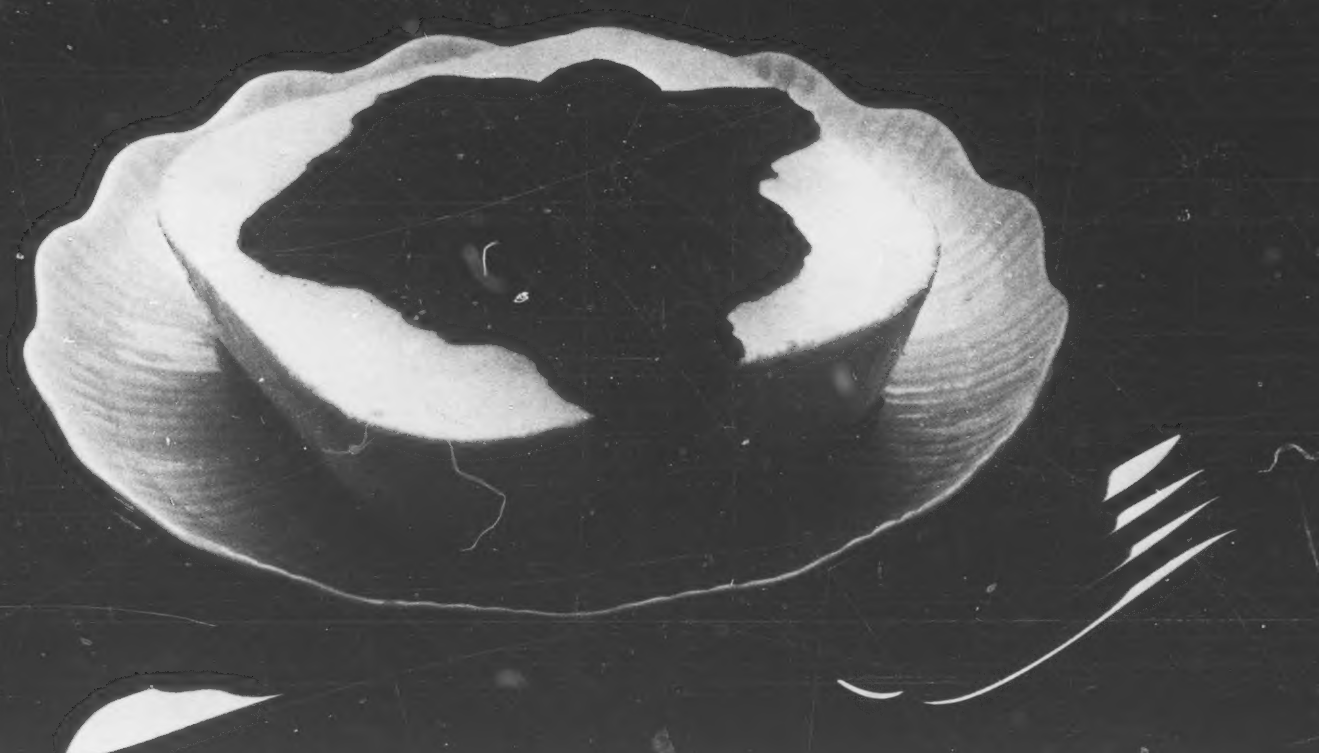

NOW YOU CAN HAVE YOUR CAKE AND DIET TOO.

The moment of truth:
Plates are cleared.
The chairs pushed back.
Coffee comes.
Do you have that dessert?
Or do you stay on your diet?

In a word: *both.*

Because Weight Watchers announces 6 new *naturally sweetened* Frozen Desserts. Like *Black Cherry Cheesecake* crowned with dark cherries in a silky sweet pool of cherry sauce. Dense, moist *Carrot Cake* studded with plump raisins and tangy hunks of pineapple. Luscious *Apple-Raisin Spice Cake* bursting with fragrant nuggets of cinnamon scented apple. *Cheesecake* with a real graham cracker crust. And juicy *Fruit Cobblers:* Apple and Cherry. So. The next time dessert time rolls around, don't feel you have to choose *whether or not to have one.* Choose instead, *which one to have.*

And take dessert off your mind and put it in your mouth.

WEIGHT WATCHERS
Desserts
Apple-Raisin Spice Cake
NEW

6 NEW DELICIOUS DESSERTS FROM
WEIGHT WATCHERS. TRY IT. YOU'LL DIET.

[illegible]

Suggested Percentage of Linear Shelf Space Allocation

PRODUCT GROUP	PERCENT
1. Baby Foods	3.0
2. Baking Needs	5.5
3. Breakfast Foods	4.5
4. Beverages	3.2
5. Candy and Gum	5.0
6. Canned Fish	1.2
7. Canned Fruits	2.6
8. Canned and Bottle Juice and Drink	3.5
9. Canned Meats	1.1
10. Canned/Dry Milk	0.9
11. Canned and Dry Soup	3.1
12. Condiments and Sauces	2.5
13. Crackers, Cookies and Cones	5.5
14. Desserts and Toppings	2.2
15. Dietetic and low calorie foods	1.7
16. Dried Fruits and Vegetables	1.9
17. Macaroni and Pasta Products, Dry	1.8
18. Speciality Foods	2.5
19. Pickles, Olives, Relishes	1.6
20. Salad Dressings	1.5
21. Soft Drinks and Mixes	2.6
22. Snack Foods, Packaged	2.5
23. Spices and Extracts	1.3
24. Spreads	1.3
25. Syrups and Molasses	0.6
26. Vegetables, Canned	5.5
27. Rice and Rice Products	0.8
28. Gourmet Foods	0.5
29. Household Cleaning Supplies	8.0
30. Household, Miscellaneous	0.5
31. Rodenticides and Insecticides	0.2
32. Paper, Plastic	6.0
33. Pet Products	2.5
34. Blind-Made and Like Products	0.2
35. Special Commissary Items	0.5
36. Bakery Products	4.0
37. Health and Beauty Aids	3.0
38. Tobacco Products	4.1
39. Generic Products	1.0
	100%

Source: USATSA

WELCOME TO
CONTINENTAL COUNTRY

EXPERIENCE OUR TRADEMARK—FROM THE MISSISSIPPI
TO KOREA PREFORMING FULL SERVICE COVERAGE OF
COMMISSARIES AND EXCHANGES

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Continental
Military
Marketing, Inc.

Member

P.O. Box 6046
34008 Ninth Ave South
Federal Way, WA 98003
(206) 952-7720

Member

U.S. COAST GUARD (NAFA MANAGEMENT DIVISION)

Commandant (G-FNM), U.S. Coast Guard, Washington, DC 20593
Phone: (202) 755-9490
Chief, NAFA Management Division: CDR R. C. Waterman, USCG

CDR Waterman

HEADQUARTERS

Chief, NAFA Management Division
CDR R. C. Waterman, USCG
(202) 426-9470

Asst. Chief, NAFA Management Division
Mark E. Carscallen
(202) 755-9490

Program Analyst
Ralph J. Driscoll
(202) 755-9490

BUYING PROCEDURES

The Coast Guard NAFA System operates under a decentralized management concept. Each unit has its own centralized NAFA administrative office to manage all exchange activities, clubs and package stores at that unit. Coast Guard Headquarters does not maintain detailed information about the various activities of each unit NAFA; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale System Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the NAVY Price Agreement Bulletins.

NONAPPROPRIATED FUND ACTIVITIES

First Coast Guard District

USCG Air Station Cape Cod
Otis AFB, MA 02542
L. G. Kimball
(617) 968-4415

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109
(617) 223-3373

USCG Group South Portland
259 High Street
CWO J. Agar
(203) 799-5530

Third Class Guard District

USCG Support Center New York
Governors Island
New York, NY 10004
LCDR Phillip J. Cappel
(212) 668-7354

USCG Air Station
Floyd Bennett Field
Brooklyn, NY 11234
CWO T. Krutzler
FTS 663-0334

Fifth Coast Guard District

USCG Support Center Elizabeth City
Elizabeth City, NC 27909
Mr. Grant
(919) 338-3941 ext. 471

USCG Support Center
4000 Coast Guard Boulevard
Portsmouth, VA 23703
CWO E. Ampomin
(804) 483-8612

Seventh Coast Guard District

USCG Base San Juan
P.O. Box S2029
San Juan, PR 00903
Mr. T. Cruz
(809) 725-5761

USCG Base Miami Beach
100 MacArthur Causeway
Miami Beach, FL 33139
CWO W. O. Boyle
(305) 672-7443

USCG Group St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701
LTJG Ryan
(813) 893-3454

USCG Air Station Borinquen
Aquadilla, PR 00604
Ms. P. Mercado
(809) 890-3127

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054
LT M. Skirchak
(305) 681-3591

Eighth Coast Guard District

USCG Base Mobile
Bldg 101 Brookley Complex
Mobile, AL 36615
CWO T. Ballard
(205) 690-2240

Ninth Coast Guard District

Ninth Coast Guard District
703 Eagle Street
Cleveland, OH 44115
CWO S. Prather
(216) 522-4436

USCG Air-Station
Traverse City, MI 49684
LT M. Benjamin
(616) 946-4650

U.S. Coast Guard (NAFA Management Division)

Thirteenth Coast Guard District

USCF Support Center
1519 Alaskan Way South
Seattle, WA 98134
CWO Ebey
(206) 442-4371

USCG Group Astoria
Box 950, Route 1
Warrenton, OR 97146
CWO Nolan
(503) 861-2242

USCG Air Station
2000 Connecticut Avenue
North Bend, OR 97459
CWO Hoyt
(503) 756-4141

USCG Group
Port Angeles, WA 98362
CWO J. Bandhaver, USCG
FTS 399-1546

Fourteenth Coast Guard District

USCG Base
P.O. Box 499
Honolulu, Oahu, HI 96809
(808) 546-7188

Seventeenth Coast Guard District

USCG SUPRTCEN Kodiak
Kodiak, AK 99619
LCDR B. Wallish, USCG
(907) 487-5353

Headquarter Units

USCG Academy
New London, CT 06320
LT. Williamson, USCG
(203) 444-8444 ext. 540

USCG AVTRACEN Mobile
Mobile, AL 36608
LCDR W. Wissman, USCG
(205) 534-9319

USCG TRACEN Petaluma
Petaluma, CA 94952
CWO R. Fitchen, USCG
(707) 778-2304

USCG Reserve Training Center
Yorktown, VA 23690
LCDR E. Webb, USCG
FTS 827-2011

USCG Training Center
Government Island
Alameda, CA 94501
(415) 273-6181

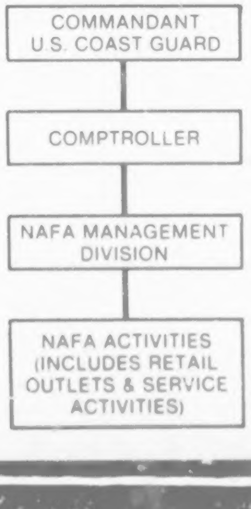
U.S. COAST GUARD NAFA MANAGEMENT DIVISION SALES SUMMARY* FY 79 to FY 82

ACTIVITY	FY 79	FY 80	FY 81	FY 82
Exchanges	42,800	46,733	49,800	49,824
Clubs	5,080	5,467	5,500	4,950
Package Stores	12,842	15,327	16,400	16,550
Grocery Stores	20,200	21,300	21,500	22,400
TOTALS	**$80,922**	**$88,827**	**$93,200**	**$93,724**

*Dollars in thousands

Source: U.S. Coast Guard, NAFA Management Division.

U.S. COAST GUARD (NAFA MANAGEMENT BRANCH)


COMMANDANT U.S. COAST GUARD
COMPTROLLER
NAFA MANAGEMENT DIVISION
NAFA ACTIVITIES (INCLUDES RETAIL OUTLETS & SERVICE ACTIVITIES)

U.S. COAST GUARD (SUBSISTENCE MANAGEMENT BRANCH)

Commandant (GFTS-3)
U.S. Coast Guard, Washington, D.C. 20593
Phone: (202) 755-4154
Chief, Subsistence Management Branch: LT Dick Tuano

LT Tuano

PERSONAL SUPPORT DIVISION
SUBSISTENCE MANAGEMENT BRANCH

Chief
Subsistence Management Branch
LT Dick Tuano
(202) 755-4154

Assistant Chief
Subsistence Management Branch
CWO Recely
(202) 755-4154

Enlisted Dining Facility Analyst
SSCS Leo Cachuela
(202) 755-4154

Enlisted Dining Facility Analyst
SSC Bill Fuller
(202) 755-4154

BUYING PROCEDURES

The Coast Guard Subsistence Management Branch gives headquarters administrative support to some 400 Coast Guard food service units and two commissary stores worldwide. The Subsistence Management Branch operates under a centralized management concept from Coast Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

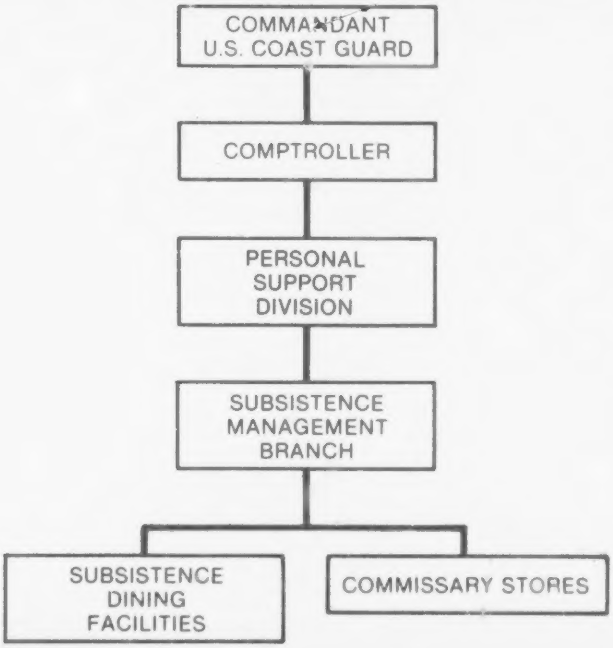
When DPSC or local contracts are available, procurement for subsistence, food service and commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

COMMISSARY STORES

U.S. COAST GUARD SUPPORT CENTER
Governors Island
New York, NY 10004
Manager: Mr. Usiak
(212) 668-7338

U.S. COAST GUARD SUPPORT CENTER
P.O. Box 14
Kodiak, AK 99619
CWO Plenn
(FTS) 487-5209

U.S. COAST GUARD (SUBSISTENCE MANAGEMENT BRANCH)


COMMANDANT U.S. COAST GUARD
COMPTROLLER
PERSONAL SUPPORT DIVISION
SUBSISTENCE MANAGEMENT BRANCH
SUBSISTENCE DINING FACILITIES
COMMISSARY STORES

U.S. MARINE CORPS (COMMISSARY SERVICE BRANCH)

Location: Commonwealth Bldg., Room 672
1300 Wilson Blvd., Arlington (Rosslyn), VA
Mailing Address: Hqtrs., U.S. Marine Corps,
Code LFS-1, Washington, D.C. 20380
Telephone: (202) 694-8616

Lt. Gen. Hatch

Brig. Gen. Buehl

Mr. W.D. Cooper

COMMISARY SERVICE BRANCH KEY PERSONNEL

Deputy Chief of Staff for Installations and Logistics
Lt. Gen. H.A. Hatch, USMC
(202) 694-2755

Director, Facilities and Services Division
Brig. Gen. L.H. Buehl, USMC
(202) 694-2588

Head, Services Branch
Mr. W.D. Cooper
(202) 694-2588

BUYING PROCEDURES

Vendors who are interested in marketing their products in Marine Corps commissary stores are encouraged to contact the complex offices and each commissary store. Purchasing of authorized items is based upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissary stores for consideration.

WEST COAST COMMISSARY COMPLEX DISTRIBUTION CENTER AND STORES SERVED

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Richard Majeski
(714) 651-2124/2140

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Joseph (Rocky) Jones
(714) 651-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(714) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(714) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(714) 577-6403

Commissary Store
Marine Corps Air-Ground Combat Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(714) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Clarence Fowler
(602) 726-2245

Commissary Store
Marine Corps Air Station
(Iwakuni, Japan)
FPO Seattle 98764
O/S Operator: (0827) 21-4171
Manager: Lisandro M. Gomez

EAST COAST COMMISSARY COMPLEX DISTRIBUTION CENTER AND STORES SERVED

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Ms. Mary S. Wood
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Jim Gibb
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Joseph Johnson
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: P. Recchia
(919) 447-2061

INDEPENDENT COMMISSARY STORES

Commissary Store
Marine Corps Logistics Base
Albany, GA 31704
Manager: Charles Batchelor
(912) 435-1721

Commissary Store
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store
Marine Corps Development & Education Command
Quantico, VA 22134
Manager: Arnold Glaz
(703) 640-2476

SALES PROMOTIONS

The Marine Corps commissary system is prepared to avail itself of all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

R.J. Reynolds.

Salem.
No.1 in Menthol Styles.
That's leadership in action.

Salem
Salem
LIGHTS
Salem Slim Li
Salem
ULTRA LIGH
Menthol Fresh
Salem
FILTER CIGARETTES
RJR
TOBACCO

R.J. Reynolds. Dedicated to innovation and leadership.

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Upjohn health care products serving military families worldwide:

Military Broker Network:

IMBA Sales
105 South Witchduck Rd.
Suite 293
Virginia Beach, VA 23462
(804) 485-5241
(804) 460-1736

KnR Sales Company
Livermore Financial Center
1641 Barcelona Street
Livermore, CA 94550
(415) 449-0200

Steinau-Glaser Company
2950 3rd Street, #204
P.O. Box 77065
San Francisco, CA 94107
(415) 648-9141

In the East contact:

Donald P. Toole
11809 Enid Drive
Potomac, MD 20854
(301) 983-1308

In the West contact:

Rhudolph W. Fowler
2622 Bayside Walk
San Diego, CA 92109
(714) 276-9016

Upjohn
Family Cheracol D Cough Syrup
Unicap M
Unicap
Unicap T HIGH POTENCY
TRIPLE ANTIBIOTIC First Aid Ointment
Kaopectate Concentrate
Kaopectate
NEW for the temporary relief of minor SKIN IRRITATIONS, ITCHING AND RASHES
Mycitracin First Aid Ointment
Baciguent First Aid Ointment
Cortaid Hydrocortisone Acetate (1/2%) NET WT 1/2 OZ

Unicap Plus Iron™ • Unicap M® • Unicap T®
Mycitracin® • Baciguent® • Cheracol D® • Kaopectate® • Kaopectate Concentrate™
Cortaid® Cream • Cortaid® Ointment • Cortaid® Lotion

MARINE CORPS COMMISSARY STORES SALES BY DEPARTMENT

Department	FY 80	FY 81	FY 82	FY 83*
Grocery	$ 83,458,604	$ 93,494,332	$ 98,929,648	$52,169,324
Meat	24,071,617	26,004,780	26,643,185	13,788,017
Produce	6,035,081	7,050,394	7,406,953	3,535,005
Total	**$113,565,302**	**$126,549,506**	**$132,979,786**	**$69,492,346**

*First 6 months of FY 83.

Source: U.S. Marine Corps

MARINE CORPS COMMISSARY STORES SALES/INFLATION RATE COMPARISON (DOLLARS IN MILLIONS)

FY	Sales	% Increase	Wholesale Price Index, Bureau of Labor Statistics, Table 9—All Foods
76	$ 87.7	—	−4.7%
77	$ 91.9	4.8%	6.4%
78	$ 98.7	7.4%	12.1%
79	$106.4	7.8%	7.0%
80	$113.5	6.7%	1.2%
81	$126.5	11.5%	−2.5%
82	$132.9	5.1%	2.5%

Source: U.S. Marine Corps

PROCESSING BY
Kodak

Announcing a brand-new way to attract photo patrons.

To let patrons know that you offer genuine processing by Kodak, just display the new signs for Kodak Processing Labs.

With this new emblem you'll be telling patrons you offer the quality that Kodak processing services are noted for.

Maybe that's why so many of your patrons *look* for signs of processing by Kodak.

But they won't see you unless you participate.

Start by sending in the coupon for a FREE merchandising folder. Prominently display the newest promotional material from Kodak.

Then get ready for a brand-new season of sales.

Kodak, serving the military worldwide.

TELL ME MORE. *Please send me my* FREE *merchandising folder and more details on Kodak Processing Labs.*

Send to:
Eastman Kodak Company
Dept. 412L-KPL
343 State Street
Rochester, NY 14650

NAME
ADDRESS
CITY
STATE ZIP

© Eastman Kodak Company, 1983

U.S. MARINE CORPS (EXCHANGE SERVICE BRANCH)

Location: Bldg. #3044, Marine Corps Base, Quantico, VA
Mailing Address: Marine Corps Exchange Service
P.O. Box 1834, Quantico, VA 22134
Phone: (703) 640-6156
Head: Colonel W.R. Irwin, USMC

Col. W.R. Irwin

Mr. C.E. Land

EXCHANGE SERVICE BRANCH
KEY PERSONNEL

Head Col. W.R. Irwin, USMC
(703) 640-6156

Assistant Head
Mr. C.E. Land
(703) 640-6156

Operations Officer
Mr. I. Feinberg
(703) 640-6156

Chief Auditor
Mr. E.W. Houser
(703) 640-6156

Personnel Officer
Mr. T. Parrish
(703) 640-6156

Controller
Mr. D. Mogan
(703) 640-6156

Administrative Officer
Mr. R.J. Glodowski
(703) 640-6156

Data Processing Manager
Mr. V. Culp
(703) 640-6156

BUYING PROCEDURES

There is only one way of doing business with the Marine Corps Exchange System and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local commander. Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

EXCHANGE STORES & MANAGERS—DOMESTIC

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22214
C.H. Stockburger
(703) 979-8420

Camp Elmore
U.S. Marine Corps
Norfolk, VA 23511
R.C. Roher
(804) 423-1187

Marine Corps Development
and Education Command
Quantico, VA 22134
Lt. Col. Thomas Loughlin, USMC
(703) 640-7171

Marine Corps Air Station
Cherry Point, NC 28533
CWO A.P. LaPorte
(919) 447-7041

Marine Corps Base
Camp Lejeune, NC 28542
Maj. D. Robinson, USMC
(919) 451-2481

Marine Corps Logistics Base
Albany, GA 31704
CWO P.J. Stokes
(912) 888-6801

Marine Corps Recruit Depot
Parris Island, SC 29905
(803) 525-3301

Marine Corps Air Station
El Toro
Santa Ana, CA 92709
K.W. Lewis
(714) 651-3340

Marine Corps Air Station
Yuma, AZ 85364
(604) 726-2294

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278
Lt. Col. B.W. King, USMC
(619) 368-6163

Marine Corps Base
Camp Pendleton, CA 92055
Lt. Col. D.L. Van Hoose, USMC
(619) 725-6233

Marine Corps Recruit Depot
San Diego, CA 92140
J. Falco
(619) 297-2500

Marine Corps Logistics Base
Barstow, CA 92311
M. Olson
(619) 256-9011

USMC EXCHANGE STORES—OVERSEAS

Marine Barracks
Panama
FPO Miami 34061
Maj. H.J. Rijifkogel, USMC (Ret.)
O/S Operator: 845-338

Marine Barracks, Box 32
Guantanamo Bay, Cuba
FPO New York 09593
Capt. T.M. Lynge, USMC
O/S Operator: 2570 or 2330

Marine Corps Air Station
Kaneohe Bay, Oahu, Hawaii
CWO M.B. Hayes
(808) 257-2111

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764
Capt. T. L'Huillier, USMC
O/S Operator: 087-21-4171

MARINE CORPS EXCHANGE SERVICE BRANCH SALES PROMOTIONS

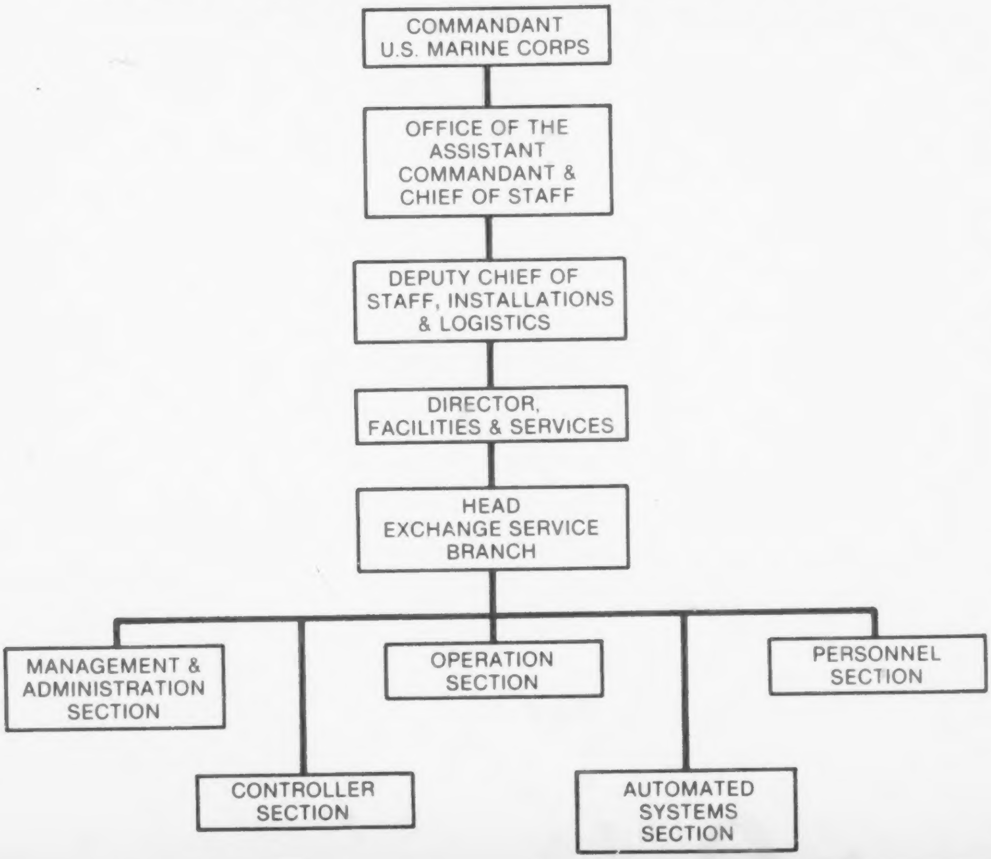
The Exchange Branch sponsors only one formal sales promotion per year—the Annual Anniversary Sale in mid-September.

MARINE CORPS EXCHANGE 1983 SALES PROMOTION EVENTS*

Dates	Event/Theme
January 31-February 12	Valentine's Day Sale
February 10-12	Washington's Birthday Sale
April 4-9	Easter Sale
August 23-September 2	Back-to-School Sale
September 15-18	87th Annual Anniversary Sale
November 19-23	Thanksgiving Sale
December (Dates vary by location)	Christmas Sales

*Approximate—Sales promotions for Marine Corps exchanges are not controlled by Headquarters, Marine Corps, except for the Annual Anniversary Sale, scheduled mid-September each year.

U.S. MARINE CORPS EXCHANGE SERVICE BRANCH


COMMANDANT U.S. MARINE CORPS
OFFICE OF THE ASSISTANT COMMANDANT & CHIEF OF STAFF
DEPUTY CHIEF OF STAFF, INSTALLATIONS & LOGISTICS
DIRECTOR, FACILITIES & SERVICES
HEAD EXCHANGE SERVICE BRANCH
MANAGEMENT & ADMINISTRATION SECTION
OPERATION SECTION
PERSONNEL SECTION
CONTROLLER SECTION
AUTOMATED SYSTEMS SECTION

NAVY RESALE AND SERVICES SUPPORT OFFICE

Fort Wadsworth, Staten Island, NY 10305
Phone: (212) 390-3700
Commander: Rear Admiral Donald E. Wilson, SC, USN

RADM Wilson

CAPT Evans

HEADQUARTERS

Commander
RADM Donald E. Wilson, SC, USN
(212) 390-3600

Vice Commander
CAPT Steven H. Evans, SC, USN
(212) 390-3601

Deputy Equal Employment Opportunity Officer
Mr. James W. Simmons
(212) 390-3996

Deputy Commander, Audit & Internal Review Group
CAPT John Lamade, SC, USN
(212) 390-3734

Director, Audit Inspection Division
LCDR Jeffrey Wagner, SC, USN
(212) 390-3735

Director, Audit Management Control Division
Mr. Richard Mackiewicz
(212) 390-3935

Director, Industrial Relations Division
Mr. Arthur A. LaValle
(212) 390-3998

Director, Office of Internal Review
LCDR John Kelly, SC, USN
(212) 390-3742

Director, Office of Military Personnel
Mr. Edwin T. Pickett
(212) 390-3926

Director, Office of Public Affairs
Mr. John Russas
(212) 390-3924/25

Director, Office of System Security
Mr. Edward W. Lehane
(212) 390-3931

Deputy Commander, Commissary Operations Group
Mr. Nicholas A. Giannone
(212) 390-3711

Director, Commissary Stores Division
CDR James Carbone, SC, USN
(212) 390-3712/3717

Deputy Commander, Exchange Operations Group
CAPT Ralph Harms, SC, USN
(212) 390-3845

Assistant Deputy Commander, Exchange Operations Group
Mr. John Marecki
(212) 390-3843

Director, Merchandise Division (Exchange Operations Group)
CDR Gary H. Monteith, SC, USN
(212) 390-3876

Deputy Director, Merchandise Division (Exchange Operations Group)
Mr. Richard C. Franklin
(212) 390-3877

Director, Store Operations Division (Exchange Operations Group)
CDR W. Rebarick, SC, USN
(212) 390-3847

Deputy Director, Store Operations Division (Exchange Operations Group)
Mr. Francis C. Alderton
(212) 390-3848

Deputy Commander, Financial Management Group
CAPT Bruce Sherman, SC, USN
(212) 390-3764

Director, Comptroller Appropriated Fund Division (Financial Mgt. Grp.)
Mr. William Butler
(212) 390-3780

Comptroller, Nonappropriated Fund Division (Financial Mgt. Grp.)
Mr. Roy H. Newhouse
(212) 390-3765

Director, Treasury Division (Financial Mgt. Grp.)
Mr. Victor K. Sabbagh
(212) 390-3766

Deputy Commander, Fleet Support Group
CAPT John Gedney, SC, USN
(212) 390-3701

Food Technology Coordinator (Fleet Support Grp.)
Mr. Lawrence E. Fryar
(212) 390-3703

Director, Naval Uniform Division (Fleet Support Grp.)
LCDR James Nichols, SC, USN
(212) 390-3704

Director, Ships Stores Division (Fleet Support Grp.)
Mr. Louis J. Caputo
(212) 390-3838

Deputy Commander, Contracts Group
Mr. Paul H. Feuer
(212) 390-3934

Assistant Deputy Commander, Contracts Group
Mr. Vincent Ruggiero
(212) 390-3945

Director, Distribution Management Division
Mr. Robert Byrd
(212) 390-3846

Director, Facilities Division
Mr. Richard H. Tatlow, IV
(212) 390-3957

Deputy Commander, Systems Support Group
CAPT Kenneth Casanova, SC, USN
(212) 390-3836/3991

Director, Data Processing Division (Systems Support Grp.)
CDR Donald Flakes, SC, USN
(212) 390-3718/3719

Director, Admin. Svcs. Div. (Systems Support Grp.)
Mr. Michael Marretti
(212) 390-3982

Director, Office of Performance Appraisal & Evaluation (Systems Support Grp.)
CDR David H. Vigrass, SC, USN
(212) 390-3630

Director, Planning Division (Systems Support Grp.)
CDR James Carbone, SC, USN
(212) 390-3835

BUYING PROCEDURES (EXCHANGES)

Generally, there are two ways in which products may be offered to Navy exchanges: by contacting the buyers at NAVRESSO headquarters at Ft. Wadsworth, Staten Island, NY, or by contacting each main exchange or NAVRESSO Field Support Office directly.

Industry vendors may make a presentation to the appropriate NAVRESSO buyer, either in person or through the mail. Be prepared to discuss all terms and conditions about the product such as minimum quanti-

BUYING PROCEDURES (EXCHANGES—continued)

ties, pricing, discounts, packaging, and so forth. Provide any information about previous orders and reorders of the product by military exchanges if this is available.

After reviewing the presentation and negotiating with the supplier, the NAVRESSO buyer makes a determination that the product could or could not be of interest to Navy exchange patrons. If the decision is yes, the buyer takes all pertinent information and presents it to a merchandise council at NAVRESSO. This council consists of key merchandising and procurement people at the headquarters office. If the council concurs with the buyer's recommendations, the product is then listed on a bulletin which is sent to all Navy exchange activities. All pertinent information is included in the bulletin listing. Procurement is made by the exchanges and purchase orders are sent directly to the supplier.

The buyers at NAVRESSO do some procurement from commitments made by exchanges to NAVRESSO which authorizes NAVRESSO to make purchases for the exchanges. These are consolidated purchases using open-to-buy funds committed by many exchanges. An example of commitment buying would be seasonal and fashion merchandise for exchanges overseas.

At the exchange level, a presentation may be made at each main Navy exchange, exchange complex or NAVRESSO Field Support Office (FSO) in the same manner as the presentations that are given to NAVRESSO buyers. This is the alternative method of selling products to the Navy Exchange Program.

BUYING PROCEDURES (COMMISSARIES)

Navy commissary stores are grouped together in geographic areas. Purchasing for commissary stores is administered by NAVRESSO field support offices or Navy commissary store region offices based on customer demand and local popularity of items.

The majority of resale products purchased by Navy commissary stores are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia, PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, officers in charge of NAVRESSO field support offices or Navy commissary store regions have limited authority to make direct purchases of resale merchandise, supplies, services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandising considerations. Suppliers desiring to make these presentations should contact the Commissary Store Division at NAVRESSO (telephone: 212-390-3716) to make an appointment. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code CSD.

BUYING PROCEDURES (MSC EXCHANGES)

In dealing with Military Sealift Command exchanges, the same procedure is followed as that for Navy exchanges, with one exception.

Merchandise buying is accomplished through two MSC Acquisitions Centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

MSC EXCHANGES

Address mail to the MSC exchange officer at these locations.

MSC Atlantic Area

Military Ocean Terminal
Building 32 (Code 453)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

BUYING PROCEDURES (SHIPS STORES AFLOAT)

Navy personnel serving aboard ship purchase basic items, gifts and other merchandise from retails stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

The ship's supply officer or an appointed ships store officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are contained in NAVSUP Publication #487 and are within the listing of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by the Navy Resale and Services Support Office.

Open-end, fixed price contracts are awarded periodically under the direction of the Navy Resale and Services Support Office. Local sources and fixed prices for popular, basic items of authorized stock for which contracts are awarded are consolidated into contract bulletins which are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

A NEW GENERATION OF FABERGÉ BRUT 33 TOILETRIES!

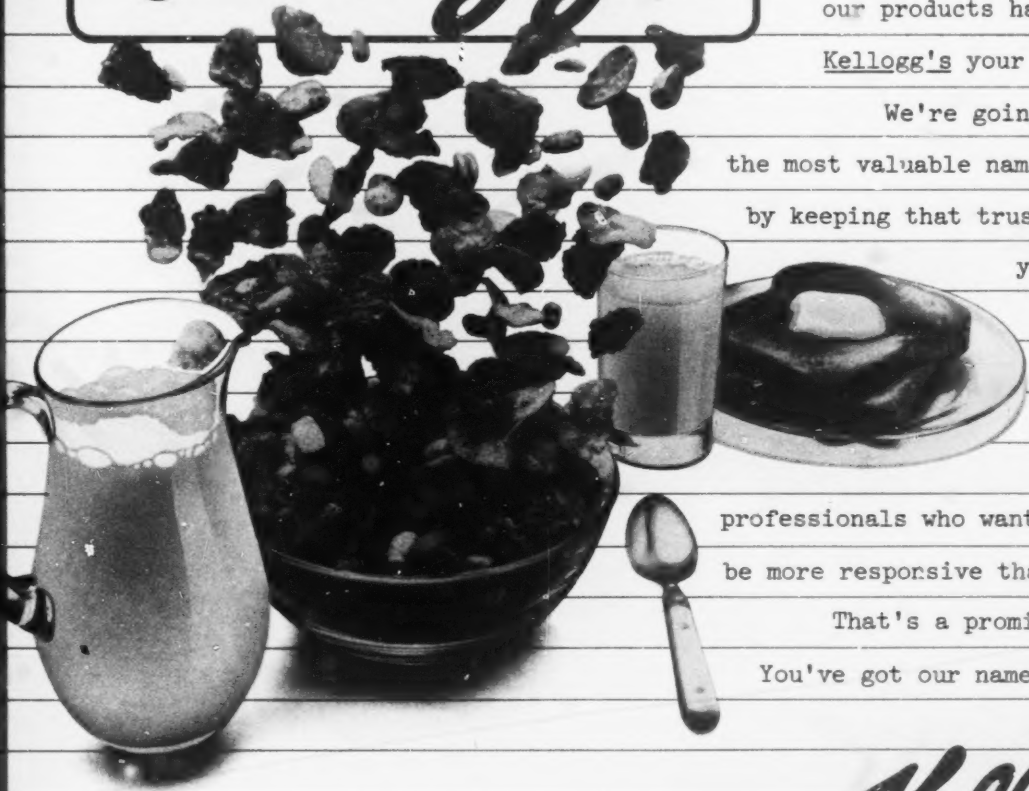
...a powerful grooming collection in a new presentation!

FABERGÉ
BRUT 33
COLOGNE
FABERGÉ
COLOGNE
BRUT 33
5.1 FL. OZ.
FABERGÉ
COLOGNE
BRUT 33
3.5 FL. OZ
FABERGÉ
SPLASH-ON LOTION
BRUT 33
7 FL. OZ
FABERGÉ
SPLASH-ON LOTION
BRUT 33
3.5 FL. OZ
FABERGÉ
BRUT 33
AFTER SHAVE LOTION
FABERGÉ
AFTER SHAVE LOTION
BRUT 33
5.1 FL. OZ.

FABERGÉ
BRUT 33
CREME SHAVE
FABERGÉ
BRUT 33
SHAMPOO
BALSAM PLUS PROTEIN
For Normal Hair
FABERGÉ
BRUT 33
SHAMPOO
BALSAM PLUS PROTEIN
For Oily Hair
FABERGÉ
BRUT 33
ULTRA DRY ANTI-PERSPIRANT SPRAY
FABERGÉ
BRUT 33
DEODORANT SPRAY
FABERGÉ
BRUT 33
ANTI-PERSPIRANT STICK
FABERGÉ
BRUT 33
DEODORANT SOAP
BRUT 33 DEODORANT SOAP
DEODORANT STICK
PRE-ELECTRIC SHAVE
BRUT 33
FABERGÉ
BRUT 33
HAIR CONTROL
EXTRA HOLD
SPRAY
FABERGÉ
BRUT 33
FABERGÉ
BRUT 33
HAIR CONTROL SPRAY

OTHER PEOPLE MAY MAKE CEREAL. ONLY KELLOGG'S MEANS CEREAL.

Kellogg's



There's something special about Kellogg's® on the breakfast table that no other name in cereal can match. Your patrons' trust in the quality and integrity of our products has helped make Kellogg's your best-selling brand.

We're going to keep Kellogg's the most valuable name on your cereal shelf by keeping that trust. And by working with you as never before.

With exciting new products.

Innovative promotions. And sales professionals who want to listen to you, to be more responsive than ever to your needs.

That's a promise you can depend on.

You've got our name on it.

Kellogg's®

Kellogg's
SUGAR
FROSTED FLAKES
OF CORN
THEY'RE GR-R-REAT!
Kellogg's
RAISIN BRAN
Two Scoops
Kellogg's
RICE KRISPIES
Kellogg's
CORN FLAK
America's Favorite Cereal

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BUYING PROCEDURES
(SHIPS STORES AFLOAT—continued)

Ships Stores Afloat Catalog

The ships stores afloat catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semiluxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the ships stores afloat catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in contract bulletins or the ships stores afloat catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a 9-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The supplier will be required to meet the quantities and delivery date specified in the purchase order. An original and three copies of the invoice would then be mailed to the ordering ship, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the 9-month period, suppliers will be asked to submit copies of processed ships purchase orders for the item to NAVRESSO. A determination will be made on whether to continue the suppliers's authority to sell to ships stores based on the volume of business and the crew's acceptance of the product.

The item may be considered for addition to the contract bulletin or the ships stores afloat catalog if there is sufficient evidence of bona fide recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

COMMISSARY STORES DIVISION
(COMMISSARY OPERATIONS GROUP)

Director (CSD)
CDR James Carbone, SC, USN
(212) 390-3712/3717

Supervisory Commissary Management Specialist (CSD1)
C.A. Mathiesen
(212) 390-3713/3717

Commissary Mangement Specialist (CSD1)
Ardie W. Wickers
(212) 390-3713

Computer Systems Analyst (CSD1)
Gene Jackson
(212) 390-3713

Commissary Operations Specialist (CSD1)
Margaret Young
(212) 390-3713

Commissary Management Specialist (CSD1) (Meat)
Andy A. McArthur
(212) 390-3713

Commissary Management Specialist (CSD1) (Grocery)
Mr. Bill Cook
(212) 390-3716

Commissary Management Specialist (CSD1) (Produce)
Robert Ford
(212) 390-3713

Commissary Management Specialist (CSD1)
Dave Taylor
(212) 390-3713

Commissary Management Specialist (CSD1) (Checkout)
John Mahoney
(212) 390-3713

Computer Systems Analyst (CSD1)
Dave Koelsch
(212) 390-3713

Supervisory Commissary Management Specialist (CSD2)
George Happe
(212) 390-3714

Commissary Systems Analyst (CSD2)
Stanley Kurin
(212) 390-3714

Commissary Systems Analyst (CSD2)
Frank Pellegrino
(212) 390-3716

Commissary Systems Analyst (CSD2)
Miss Katherine Robus
(212) 390-3716

Commissary Systems Analyst (CSD2)
Catherine Milanes
(212) 390-3714

Commissary Systems Analyst (CSD2)
Mr. Mike Fahy
(212) 390-3714

Commissary Systems Analyst (CSD2)
Robert Volpe
(212) 390-3714

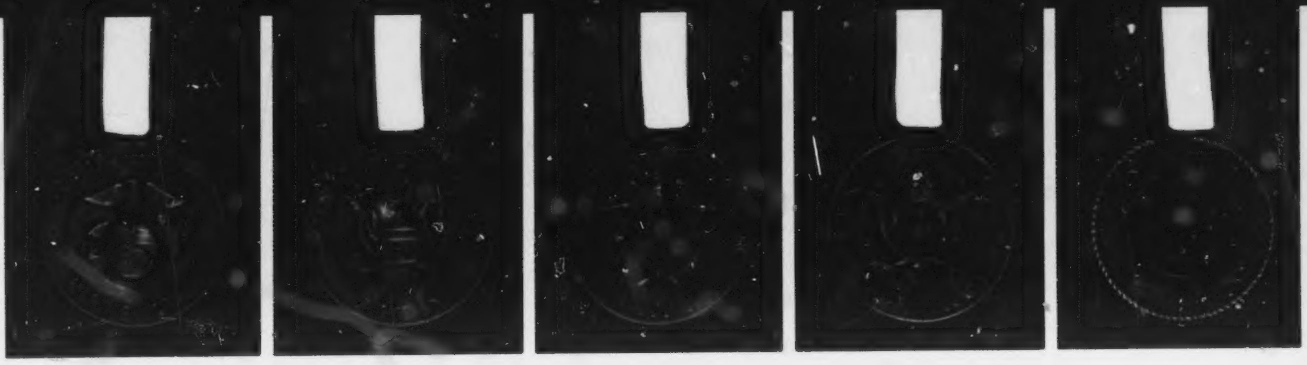
Commissary Systems Analyst (CSD2)
Mr. Rick Thomas
(212) 390-3716

Supervisory Logistic Management Specialist (CSD3)
Paul Vitola
(212) 390-3715

Budget Analyst (CSD3)
Mrs. Marjorie Thunder
(212) 390-3715

Commissary Systems Analyst (CSD3)
William Wolfe
(212) 390-3715

Commissary Store Specialist (CSD3)
Tony DeGaetano
(212) 390-3715



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- nutritional information on every label
- moneyback guarantee
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Get merchandising ideas and P.O.P. from your C. Lloyd Johnson Co. representative. Supply Bulletin No. 10-500-11.

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MERCHANDISE DIVISION
(EXCHANGE OPERATIONS GROUP)

Deputy Commander, Exchange Operations (Group (EOG)
CAPT Ralph Harms, SC, USN
(212) 390-3845

Assistant Deputy Commander (EOGD)
John Marecki
(212) 390-3843

Manager, Automated Retail Merchandising System (EOG/ARMS)
Mr. James Lyons
(212) 390-3990

ARMS Management Analyst (EOG/ARMS)
Ms. Eileen Lienhard
(212) 390-3990

Operations Specialist (EOG/OA)
Mr. Sheldon Miller
(212) 390-3842

Marketing Research Specialist (EOG/OA)
Mr. Jerry Armour
(212) 390-3841

Consumer Research Coordinator (EOG/OA)
Ms. Eileen Cummins
(212) 390-3842

Consumer Survey Specialist (EOG/OA)
Ms. Henrietta Lichtenbaum
(212) 390-3842

Director, Merchandise Division (MD)
CDR Gary H. Monteith, SC, USN
(212) 390-3876

Deputy Director (MDD)
Richard C. Franklin
(212) 390-3877

Projects Coordinator (MDP)
Ms. Aimee Oey
(212) 390-3909

Manager, Soft Lines Apparel/Accessories Requirements Branch (MDI)
Miss Dolores LaSalle
(212) 390-3904

Senior Buyer
Mrs. Arlene Sullivan
(212) 390-3908
Jewelry/Fine Jewelry (D-2, 4)

Jewelry Buyer (D-2, 4)
Mrs. Margaret Walsh
(212) 390-3907
Jewelry/Fine Jewelry (D-2,4)

Senior Buyer, Women's Intimate Apparel and Accessories (E-3)
Mr. Jerry Baum
(212) 390-3906

Buyer (E-3)
Ms. Marie Sansonia
(212) 390-3899
Underwear/Lingerie, Maternity Wear, Aprons & Smocks

Buyer (E-3)
Ms. Geri Curatola
(212) 390-3903
Hosiery & Accessories & Handbags

Senior Buyer, Women's Ready-to-Wear (E-8)
Miss Gussie Levin
(212) 390-3902

Buyer (E-8)
Ms. Diane Johnson
(212) 390-3901
Misses dresses, shirts, blouses & tops

Buyer (E-8)
Mrs. Louise Hamill Minardi
(212) 390-3898
Junior Sportswear

Buyer (E-8)
Ms. Iris Hecker
(212) 390-3900
Misses Dresses, Separates, Misses Sweaters & Knit Tops

Buyer (E-8)
Mrs. JoAnn Gattis
(212) 390-3504
Junior Dresses, Jeans & Multi-Piece Sets

Senior Buyer, Family Shoes (E-7)
Mr. Jerry Baum
(212) 390-3906

Buyer (E-7)
Mr. Mike Avallone
(212) 390-3905
Family Shoes

Manager, Consumables Requirements Branch (MD-2)
Mr. Sylvan Grunwald (Acting)
(212) 390-3918

Senior Buyer (A-1, 2, 4, 6; C-2, 3, 7)
Mr. Paul Karp
(212) 390-3917
Candy & Confections, Tobacco & Smoking Accessories, Convenience Food Products, Beer & Soda, Stationery, Books, Periodicals & Greeting Cards

Buyer (A-1, 4)
Mr. Glenn Hoffman
(212) 390-3919
Candy & Confections, Convenience Food Products

Buyer (A-2; C-3, 7)
Mrs. Cheryl Capolarello
(212) 390-3914
Stationery, Books, Periodicals & Greeting Cards

Senior Buyer (C-4, 9; D-1, 3, 5; J-4)
Mr. Joseph Williams
(212) 390-3913
Hardware/Garden/Pet Supplies, Toiletries & Drugs, Household Supplies, Fragrances & Cosmetics, Auto Parts & Accessories

Buyer (D-1, 3)
Mr. Richard DeLuca
(212) 390-3910
Toiletries & Drugs, Household Supplies

Buyer (D-1, 3)
Mr. Joseph Marrone
(212) 390-3911
Private Label

Buyer (J-4)
Mr. Dale Pearson
(212) 390-3915
Automotive Parts and Accessories

Buyer (Services)
Mr. Sal Lascari
(212) 390-3915
Barber & Beauty Supplies, Personal Services, Photo Processing

Buyer (C-4, 9)
Mr. Jerome Greene
(212) 390-3912
Hardware/Garden/Pet Supplies

Manager, Hard Lines Requirements Branch (MD3)
Mr. Ed Cart
(212) 390-3885

Senior Buyer (B-1, 3; C-1, 5)
Mr. B.L. Olson
(212) 390-3882
Camera, Sporting Goods, Luggage & Leather Goods, Toys & Wheel Goods

Buyer (B-3; C-1)
Mr. Thomas Heffernan
(212) 390-3884
Sporting Goods, Luggage, Leather Goods

Buyer (C-5)
Mr. Barry Flayton
(212) 390-3883
Toys & Wheel Goods

Senior Buyer (B-2, 4, 5)
Mr. William McKim
(212) 390-3878
Home Furnishings/Housewares, Electrical Appliances, Consumer Electronics/Musical Instruments

Buyer (B-2, 4)
Mr. Daniel Walz
(212) 390-3880
Home Furnishings/Housewares, Electrical Appliances

Buyer (B-2, 4)
Mr. Jules Weliky
(212) 390-3881
Home Furnishings/Houseware, Electrical Appliances

Buyer (A-8, B-5)
Mr. James LoNano
(212) 390-3879
Consumer Electronics/Musical Instruments/Video Equipment & Games/Computers

Manager, Soft Lines and Apparel Requirements Branch (MD4)
Mr. Michael Delano
(212) 390-3886

Senior Buyer (E-2)
Mr. Al Rafaloff
(212) 390-3890
Men's Wear

Buyer (E-2)
Mr. Herbert Weiss
(212) 390-3892
Men's Wear

Buyer (E-2)
Mr. Jim Galvin
(212) 390-3891
Men's Wear

Buyer (E-2)
Mr. Tom Smith
(212) 390-3889
Men's Wear

Senior Buyer (E-4, F-2)
Mr. Roland Darmour
(212) 390-3896
Domestics, Fabrics & Sewing Accessories

Buyer (E-4, F-2)
Ms. Diane Shumaker
(212) 390-3897
Domestic, Fabric & Sewing Accessories

Senior Buyer (E-5)
Mrs. Inez Grikitis
(212) 390-3888
Children's Wear

Buyer (E-5)
Miss Mattie Cinquini
(212) 390-3887
Children's Wear

Buyer (E-5)
Ms. Elsie Valentin
(212) 390-3895
Children's Wear

Buyer (E-5)
Miss Faye Blakely
(212) 390-3894
Childrens's Wear

STORE OPERATIONS DIVISION
(EXCHANGE OPERATIONS GROUP)

Director, Store Operations Division (SOD)
CDR W. Rebarick, SC, USN
(212) 390-3847

Deputy Director (SODD)
Mr. Frank Alderton
(212) 390-3848

Projects Coordinator (SODP)
Mr. Oak Gifford
(212) 390-3866

Manager, Service Station/Auto Repair Shops Branch (SOD1) (J-3)
Mr. Michael Paolantonio
(212) 390-3865

Service Station Specialist (J-3, 4, 5)
Mr. Philip Rossi
(212) 390-3864

Service Station Specialist (J-3, 4, 5)
Mr. Orestes Cembrola
(212) 390-3864

Service Station Specialist (J-3, 4, 5)
Ms. Marion Tierney
(212) 390-3861

Personalized Services Specialist (J-1, 2; M-2)
Mr. Irving Hochberg
(212) 390-3863

Personalized Services Specialist (J-1, 2; M-2)
Mr. Rudolph Godfrey
(212) 390-3862

Personalized Services Specialist (J-1, 2; M-2)
Ms. Verdell Sanders
(212) 390-3861

Personalized Services Specialist (J-1, 2; M-2)
Ms. Cathy Boyce
(212) 390-3863

Personalized Services Specialist (J-1, 2; M-2)
Mr. Joe Latimer
(212) 390-3862

Manager, Food Service Branch (SOD-2)
Mr. Jerry Maguire
(212) 390-3860

Food Service Specialist (K-4)
Mr. Bill Adler
(212) 390-3860

Food Service Specialist (K-4)
Mr. John Cocolaras
(212) 390-3857

Food Service Specialist (K-4)
Mr. Philip Gomez
(212) 390-3858

Food Service Specialist (K-4)
Mr. James P. McCabe
(212) 390-3856

Food Service Specialist (K-4)
Mr. Edward Soltysik
(212) 390-3856

Food Service Specialist (K-4)
Mr. Jan Van Heiningen
(212) 390-3858

Food Service Specialist (K-4)
Mr. Robert Bechtel
(212) 390-3859

Food Service Specialist (K-4)
Mr. John Sullivan
(212) 390-3857

Food Service Specialist (K-4)
Mr. David Seymour
(212) 390-3856

Manager, Services/Vending Branch (SOD3)
Mr. George Kadesh
(212) 390-3849

Store Operations Specialist
Mr. Roland Bellefleur
(212) 390-3854

Store Operations Specialist (Navy Lodges)
Mr. Peter Calcagno
(212) 390-3853

Store Operations Specialist (Navy Lodges)
Ms. Laura Lian
(212) 390-3853

Store Operations Specialist
Mr. William Cooper
(212) 390-3854

Store Operations Specialist
Mr. Gregory Hallow
(212) 390-3850

Store Operations Specialist
Mr. Ronald Carlson
(212) 390-3852

Store Operations Specialist
Mr. David James
(212) 390-3851

Assistant Store Operations Specialist
Ms. Gilda Guasta
(212) 390-3850

Manager, Store Operations Branch (SOD5)
Mr. Ed Cart
(212) 390-3866

Retail Operations Specialist (SOD5)
Ms. Ronnie Botwinik
(212) 390-3866

Retail Operations Specialist (SOD5)
Mr. Richard Gutkes
(212) 390-3867

Retail Operations Specialist (SOD5)
Mrs. Margaret Theodore
(212) 390-3866

Retail Operations Specialist (SOD5)
Mr. Jack Mahon
(212) 390-3855

Customer Relations Specialist (SOD5)
Ms. Rosemary Harris
(212) 390-3868

Manager, Operations Sales Coordination (SOD6)
(Vacant)
(212) 390-3872

Senior Visual Merchandising Specialist (SOD6)
Mr. Thom Speeding
(212) 390-3871

Senior Visual Merchandising Specialist (SOD6)
Mr. Joe LoCasto
(212) 390-3870

Senior Visual Merchandising Specialist (SOD6)
Ms. Janet Whitley
(212) 390-3874

Visual Merchandising Specialist (SOD6)
Mr. Phil Fragale
(212) 390-3873

Visual Merchandising Specialist (SOD6)
Ms. Holly Smith
(212) 390-3873

Visual Merchandising Specialist (SOD6)
Mr. John Pitaressi
(212) 390-3874

Visual Merchandising Specialist (SOD6)
Ms. Barbara Wolk
(212) 390-3875

FLEET SUPPORT GROUP

Deputy Commander,
Fleet Support Group (FSG)
CAPT John Gedney, SC, USN
(212) 390-3701

Food Technology Coordinator (FTD),
Fleet Support Group
Mr. Lawrence E. Fryar
(212) 390-3703

NAVAL UNIFORM DIVISION (FLEET SUPPORT GROUP)

Director, Naval Uniform Division (NUD),
Fleet Support Group
LCDR James Nichols, SC, USN
(212) 390-3704

Manager, Uniform Requirements Branch (NUD1)
Mr. Karl Johnson
(212) 390-3705

Senior Buyer (NUD1) (E-1)
Mrs. Elaine Wyner
(212) 390-3708

Buyer (NUD1) (E-1)
Mrs. Camille Gainsa
(212) 390-3707

Uniform Specialist (L-1)
Mr. Frank Cochran
(212) 390-3709

Uniform Specialist (L-1)
Mr. Clyde Dominick
(212) 390-3710

Uniform Specialist (L-1)
Mrs. Virginia Costalas
(212) 390-3706

Supply/System Analyst (L-1)
Mr. Walter Nowicki
(212) 390-3706

Supply/System Analyst (L-1)
Mr. Curtiss Geruldsen
(212) 390-3706

Manager, Uniform Clothing (NUD2)
Mr. Joseph Lauria
(212) 390-3813

Supervisor, Uniform Section (NUD2)
Mr. Julio Salas
(212) 390-3814

Manager, Naval Uniform Shop
LT Donna Gardner, SC, USN
(212) 390-3816

SHIPS STORES DIVISION (FLEET SUPPORT GROUP)

Director, Ships Stores Division (SSD)
Mr. Louis J. Caputo
(212) 390-3838

Manager, Operations Branch (SSD1)
Miss Joan O'Leary
(212) 390-3839

Operations Branch Specialist (SSD1)
Mr. Joseph D'Amato
(212) 390-3840

Operations Branch Specialist (SSD1)
Mrs. Connie Licata
(212) 390-3840

Manager, Fleet Operations Assistance
Branch (SSD2)
Mr. John Dixon
(212) 390-3837

Ships Store Specialist (SSD2.1)
Mr. Walter L. Moore
(212) 390-3837

Manager, Habitability Assistance Branch
(SSD3)
Mr. Harry Warner
(212) 390-3837

CONTRACTS GROUP

Deputy Commander,
Contracts Group (CG)
Mr. Paul Feuer
(212) 390-3934

Assistant Deputy Commander,
Contracts Group (CGA)
Mr. Vincent Ruggiero
(212) 390-3945

ACQUISITION MANAGEMENT DIVISION (CONTRACTS GROUP)

Supervisory Procurement Specialist (AMD1.1)
Central Office System Contract Section
Mr. Anthony Acampora
(212) 390-3948

Procurement Specialist (AMD1.1)
Mrs. Lorraine Martinez
(212) 390-3947

Procurement Specialist (AMD1.1)
Mr. Paul Reitman
(212) 390-3946

Procurement Specialist (AMD1.1)
Mr. Mike Manieri
(212) 390-3947

Procurement Specialist (AMD1.1)
Mrs. Jennie Purpi
(212) 390-3946

Procurement Specialist (AMD1.1)
Ms. Winona Frye
(212) 390-3946

Supervisory Procurement Specialist (AMD1.2)
Equipment Section
Mr. Robert Amorosi
(212) 390-3639

Procurement Specialist (AMD1.2)
Ms. Hilda Thomas
(212) 390-3940

Procurement Specialist (AMD1.2)
Mrs. Helen Buscemi
(212) 390-3939

Procurement Specialist (AMD1.2)
Mr. Andy Schwartz
(212) 390-3939

Procurement Assistant (AMD1.2)
Mrs. Lina Narduzzi
(212) 390-3939

Statistical Procurement Clerk (AMD1.2)
Ms. Josephine Caracappa
(212) 390-3940

Supervisory Procurement Specialist (AMD1.3)
Appropriated Fund Section
Mr. John Cucciniello
(212) 390-3938

Procurement Specialist (AMD1.3)
Mr. Thomas Borello
(212) 390-3938

Procurement Specialist (AMD1.3)
Mr. Robert Mullen
(212) 390-3937

ACQUISITION MANAGEMENT DIVISION (continued)

Procurement Assistant (AMD1.3)
Mrs. Margaret Zunich
(212) 390-3937

Manager, Field Contracting & Operations Branch (AMD2)
Mr. Herb Friedland
(212) 390-3943

Supervisory Procurement Analyst, Field Inspection & Training Section (AMD2)
Mr. Lester Segarnick
(212) 390-3977

Contract Analyst (AMD2)
Mr. Rick Daniels
(212) 390-3978

Contracting Specialist, Field Acquisition & Review Section (AMD4.2)
Mr. John Novak
(212) 390-3942

Contract Specialist, Field Acquisition & Review Section (AMD4.2)
Mr. Henry Link
(212) 390-3942

Manager, Contracting Services Branch (AMD3)
Mrs. Josephine Cerenzio
(212) 390-3944

Manager, Policies & Procedures Branch (AMD4)
Mr. Thom Utecht
(212) 390-3933

Procurement Analyst (AMD4A)
Mr. Alexander Ricci
(212) 390-3932

Small Business Specialist (AMD4.1)
Mrs. Floria Boyle
(212) 390-3932

DISTRIBUTION MANAGEMENT DIVISION

Director, Distribution Management Division (DMD)
Mr. Robert Byrd
(212) 390-3846

Manager, Warehousing Branch (DMD1)
Mr. Michael G. Wovna
(212) 390-3949/50/51

Industrial Engineer (DMD1)
Mr. Peter Neff
(212) 390-3949/50/51

Distribution Specialist (DMD1)
Mr. Leo Martin
(212) 390-3949/50/51

Distribution Specialist (DMD1)
Mr. R.G. Allen
(212) 390-3949/50/51

Distribution Specialist (DMD1)
Mr. John Briscione
(212) 390-3949/50/51

Distribution Specialist (DMD1)
Mr. R.J. Stone
(212) 390-3949/50/51

Distribution Specialist (DMD1)
Mr. Robert Pomanski
(212) 390-3949/50/51

Manager, Traffic Branch (DMD2)
Mr. John Bergstrom
(212) 390-3952

Assistant Traffic Manager (DMD2)
Mr. Edward Hinch
(212) 390-3954

Senior Traffic Analyst (DMD2)
Mr. Charles Contrino
(212) 390-3953

Traffic Management Specialist (DMD2)
Mr. Christopher Ward
(212) 390-3953

FIELD SUPPORT OFFICE ACTIVITIES (COMMISSARIES & EXCHANGES)

OIC Indicates Officer in Charge

NAVRESSOI Field Support Office
Davisville, RI 02854
OIC: CDR John E. Souza, SC, USN
Director, Exch. Div.: LCDR Alan R. Verbic, SC, USN
Director, Comsy. Store Div.: LCDR Robert W. Monks, SC, USN
(401) 294-9541/(401) 295-8882/(401) 841-4636

NAVRESSO Field Support Office
Box 2050
Mechanicsburg, PA 17055
OIC: CAPT James Monroe, SC, USN
Director, Exch. Div.: CDR D.R. Wellumson, SC, USN
Director, Comsy. Store Div.: LCDR William McFarland, SC, USN
(717) 790-5863/(717) 790-5863/(301) 863-3553

NAVRESSO Field Support Office
P.O. Box 15037
Norfolk, VA 23511
(804) 440-2399/2080
OIC: CAPT Harlan E. Murray, Jr., SC, USN
Director, Exch. Div.: CDR B.A. Krause, SC, USN
Director, Comsy. Store Div. LCDR S.J. Seufer, SC, USN

NAVRESSO Field Support Office
Box 13, Naval Air Station
Jacksonville, FL 32212
OIC: CAPT Lloyd Gray, SC, USN
(904) 777-7075
Director, Exch. Div.: (Vacant)
Director, Comsy. Store Div.: CDR Gary Manning, SC, USN

NAVRESSO Field Support Office
P.O. Box 150, Naval Station
San Diego, CA 92136
OIC: CAPT George N. Kachigian SC, USN
Director, Exch. Div. (Vacant)
Director Comsy. Store Div.: CDR Roy Adams, SC, USN
(619) 235-1583

NAVRESSO Field Support Office
Bldg. 310-5E, Naval Supply Center
Oakland, CA 94625
OIC: CAPT E.F. Sullivan, SC, USN
Director, Exch. Div.: CDR Darrell Garner, SC, USN
(415) 466-7000
Director, Comsy. Store Div.: CDR James Bogart, SC, USN
(415) 452-2283

NAVRESSO Field Support Office
P.O. Box 1409
Auburn, WA 98002
OIC: CDR Michael F. Cottrell, SC, USN
Director, Comsy. Store Div.: LCDR Brian D. Aaronson, SC, USN
(206) 523-1846
Director, Exchange Div.: LCDR Frederick W. Moessner, SC, USN
(206) 931-7665/7666

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Tel. 201-540-3161

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One Executive Drive
Somerset, NJ 08873
Tel. 201-469-5005

Central - 1102 West N. Carrier Pkwy
Grand Prairie, TX 75050
Tel. 214-641-421[illegible]

Western - 5335 East La Palma Ave.
P.O. Box 3189
Anaheim, CA 92803
Tel. 714-779-5170

Europe
Vet. Adm. - 201 Tabor Road
Morris Plains, NJ 07950
Tel. 201-540-2177

Hawaii
Alaska
Far East - 1038 Kikowaena Place
Honolulu, HI 96819
Tel. 808-833-1802

COMMISSARY STORE REGIONS

Navy Commissary Store Region—UK
Dunstable, England
(P.O. Box 46, FPO, NY 09510)
OIC: LCDR Nathaniel D. Malcolm, Jr., SC, USN
Merch./Op's Officer: CWO4 Jimmie L. Pettit, USN
011-44-582-6207

Navy Commissary Store Region
Naval Air Station
Pensacola, FL 32508
OIC: LCDR Daniel E. Flahiff, SC, USN
(904) 452-4243

Navy Commissary Store Region
Corpus Christi, TX 78419
OIC: LCDR Jack C. Barrs, SC, USN
(512) 939-3177/78

Navy Commissary Store Region
Bldg. 3400
Great Lakes, IL 60088
OIC: LCDR Robert S. Leeson, SC, USN
(312) 689-8201

Navy Commissary Store Region—Naples, Italy
Box 44, FPO, NY 09521
OIC: Lt. Kenneth J. Recia, SC, USN
011-39-081-770-4362

Navy Commissary Store Region
Box 7
Pearl Harbor, HI 96860
OIC: CDR William J. Benner, SC, USN
(808) 471-8402

Navy Commissary Store Region
Subic Bay, Luzon
Republic of the Philippines
(Box 28, FPO, San Francisco 96651)
OIC: LCDR Larry J. Litchford, SC, USN
022-63-8884-882-3233

Navy Commissary Store Region
Yokosuka, Japan
(Box 33, FPO Seattle 98762)
OIC: LCDR John E.C. Elliott, Jr., SC, USN
0468-26-1991 Ext. 7560/61

HQ NAVRESSO
1984 COMMISSARY PROMOTIONAL PROGRAM*

THEME	EVENT DATES
Presidents Days Sale	14–25 February
Spring Sale	13–24 March
Outdoor Living Sale	15–26 May
Fourth of July Sale	6 June–7 July
Back to School Sale	28 August–8 September
209th Navy Birthday Sale	9–20 October

*Systemwide Commissary sales events.
Source: NAVRESSO

NAVRESSO
COMMISSARY STORE SALES BY DEPARTMENT
FY 1979-FY 1983*

					1ST QTR.	2ND QTR.	3RD QTR.
DEPARTMENT	**FY 79**	**FY 80**	**FY 81**	**FY 82**	**FY 83**	**FY 83**	**FY 83**
Meat	$123.444.469	$129,514,079	$138,123,827	$138,512,257	$ 36,348,953	$ 31,612,295	$ 37,346,746
Produce	30,772,153	33,594,025	38,875,664	41,901,673	10,088,495	9,186,996	12,420,196
Groceries	421,970,537	447,539,635	486,345,199	508,326,610	136,267,984	123,461,888	143,985,080
Total	**$576,137,159**	**$610,647,739**	**$663,344,690**	**$688,740,540**	**$182,705,432**	**$164,261,179**	**$193,752,022**

Notes: (1) Results for FY 79–FY 82 and first and second quarters of FY 83 include gross margin generated from variable pricing.
(2) Third quarter FY 83 sales do not reflect the 5% common surcharge that became effective 1 April 1983.
Source: NAVRESSO

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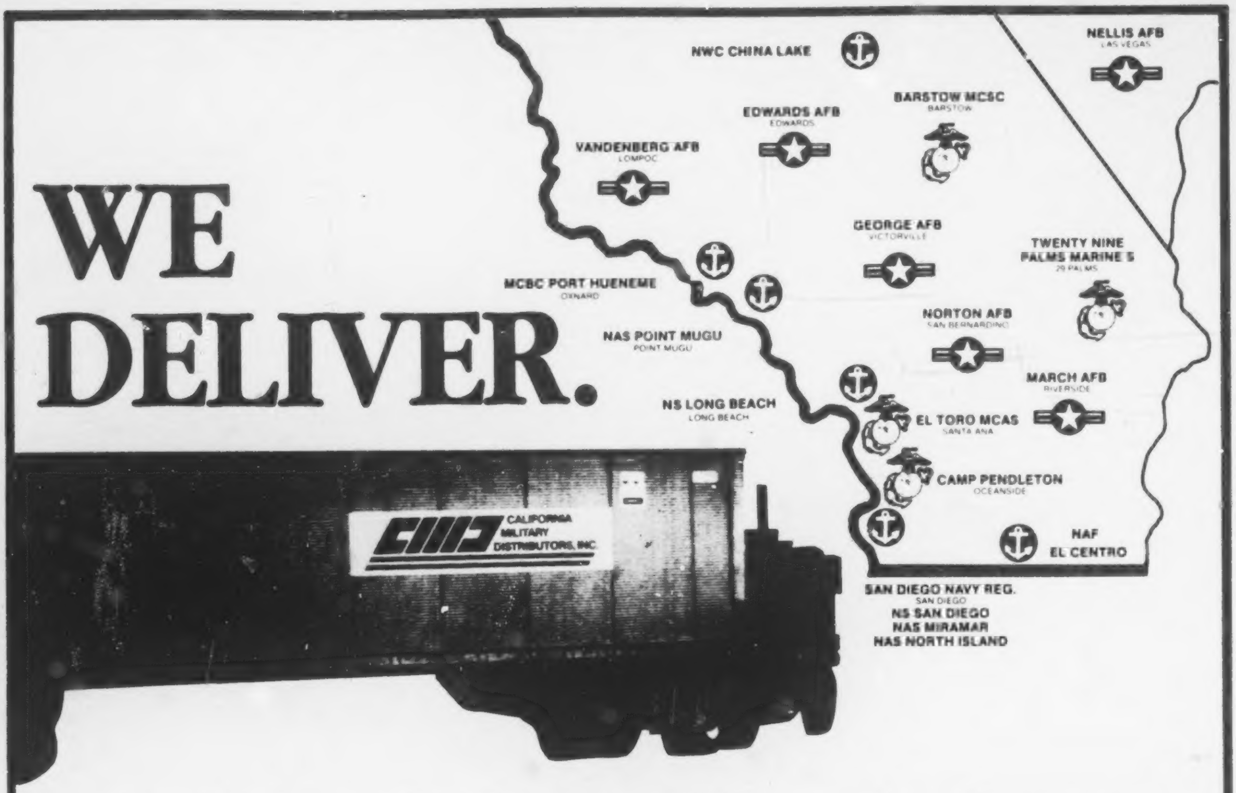
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LAS VEGAS
EDWARDS AFB
EDWARDS
BARSTOW MCSC
BARSTOW
VANDENBERG AFB
LOMPOC
GEORGE AFB
VICTORVILLE
TWENTY NINE
PALMS MARINE S
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MCBC PORT HUENEME
OXNARD
NORTON AFB
SAN BERNARDINO
NAS POINT MUGU
POINT MUGU
MARCH AFB
RIVERSIDE
NS LONG BEACH
LONG BEACH
EL TORO MCAS
SANTA ANA
CAMP PENDLETON
OCEANSIDE
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EL CENTRO
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We're finally here. It took a while only because we believe in perfection. We wanted to come up with no less than the best in the military wholesale business: a fully-equipped warehouse facility, a fleet of delivery trucks and trailers, and the management know-how to get the right mix of products to the right outlets at the right time.

Yet superior warehouse and delivery facilities are not enough to keep that demanding breed of customers like you happy. We had to come up with an advantage the "other guys" couldn't quite figure out: a central clearing house for all your warehousing and distribution needs.

Consider:

- A central warehouse in Riverside, California ready to receive, store and deliver merchandise to all military outlets in the Southern California front.
- One central office to handle client transactions such as order entry and billing so you don't have to run around town just to get your paperwork done.
- Administrative facilities backed by our own computerized order entry and inventory control system.

All this to give sales agents and brokers more time for selling . . . and buyers time to plan their orders. Rather than chasing lost or late shipments in sprawling Southern California.

And as your business grows, so will CMD's. Because pretty soon, we're extending our reach to cover the whole state of California, not to mention Alaska and Hawaii which we'll be serving with port-side warehouses. We'll deliver.

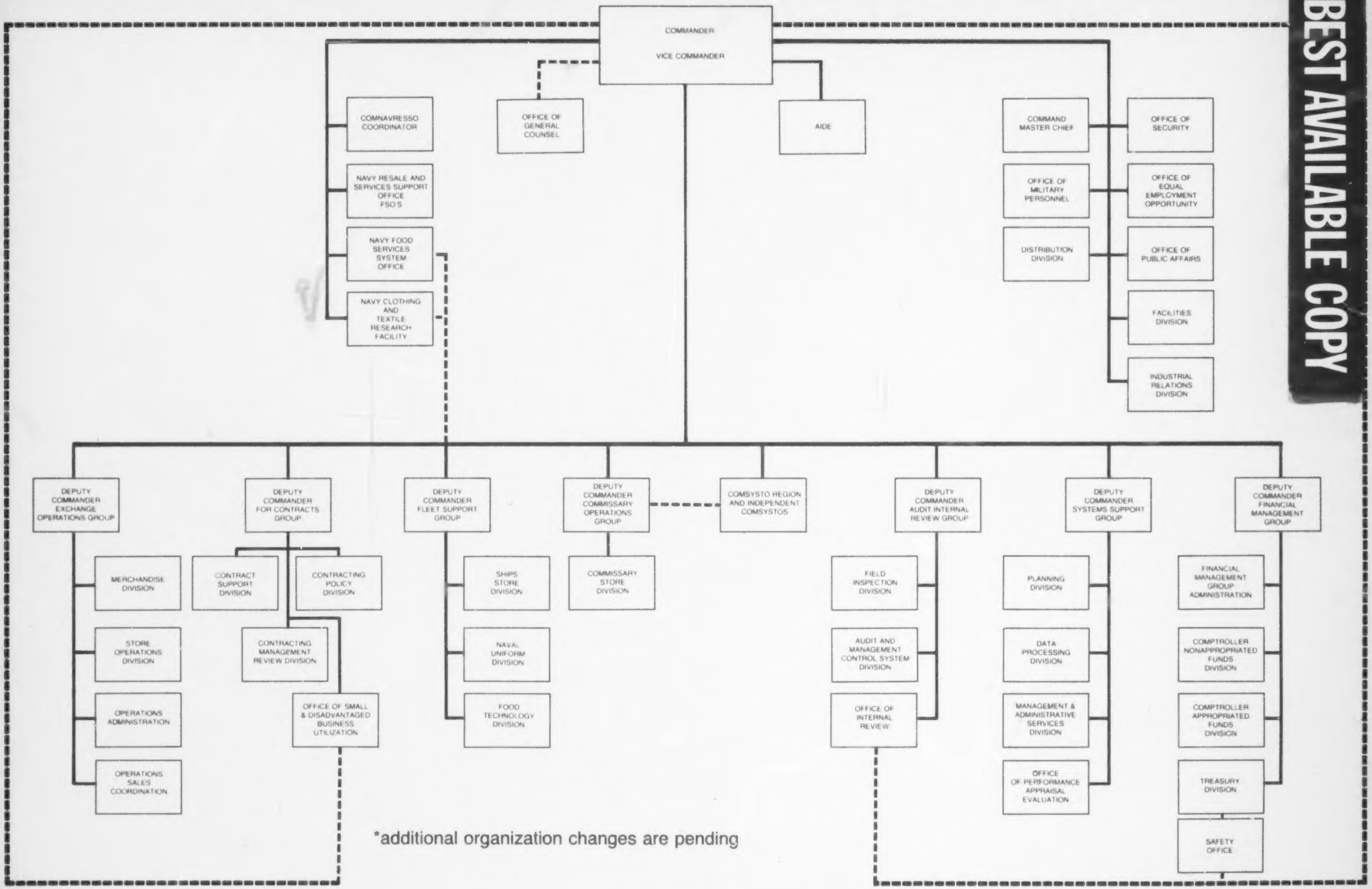
For your warehousing and distribution needs.

CMD CALIFORNIA
MILITARY
DISTRIBUTORS, INC.

2929 Kansas Avenue
Riverside, California 92507
(714) 781-1090

BEST AVAILABLE COPY

NAVY RESALE AND SERVICES SUPPORT OFFICE*


COMMANDER
VICE COMMANDER
COMNAVRESSO COORDINATOR
NAVY RESALE AND SERVICES SUPPORT OFFICE FSO'S
NAVY FOOD SERVICES SYSTEM OFFICE
NAVY CLOTHING AND TEXTILE RESEARCH FACILITY
OFFICE OF GENERAL COUNSEL
AIDE
COMMAND MASTER CHIEF
OFFICE OF MILITARY PERSONNEL
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OFFICE OF EQUAL EMPLOYMENT OPPORTUNITY
OFFICE OF PUBLIC AFFAIRS
FACILITIES DIVISION
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DEPUTY COMMANDER FINANCIAL MANAGEMENT GROUP
FINANCIAL MANAGEMENT GROUP ADMINISTRATION
COMPTROLLER NONAPPROPRIATED FUNDS DIVISION
COMPTROLLER APPROPRIATED FUNDS DIVISION
TREASURY DIVISION
SAFETY OFFICE

*additional organization changes are pending

NAVRESSO EXCHANGES
SALES BY RETAIL DEPARTMENTS
FY 1980–FY 1983*

	Retail Department	FY 80	FY 81	FY 82	FY 83*
A-1	Candy & Confections	$ 13,707,529	$ 15,207,114	$ 15,582,842	$ 6,619,000
A-2	Tobacco & Smoking Accessories	98,263,390	106,056,434	108,521,009	50,553,000
A-4	Convenience Food Products	51,565,822	56,349,295	55,516,656	22,758,000
A-6	Case Beer & Soda	—	58,817,095	62,047,555	26,516,000
A-7	Film & Accessories	—	—	—	4,771,000
A-8	Records & Tapes	—	—	—	11,968,000
B-1	Cameras & Photo Accessories	30,488,890	30,831,367	30,996,721	7,754,000
B-2	Home Furnishings & Housewares	53,175,317	57,987,674	61,311,968	6,965,000
B-3	Sporting Goods	20,438,135	19,371,745	19,754,895	8,505,000
B-4	Electrical Appliances	30,754,556	33,400,242	34,593,990	12,804,000
B-5	Consumer Electronics	85,099,589	99,667,057	114,946,974	38,349,000
B-7	Mail Order Catalog	6,945,096	—	—	—
B-8	Home Furnishings	—	—	—	9,444,000
B-9	Furniture	—	—	—	7,297,000
C-1	Luggage & Leather Goods	11,767,696	12,385,920	11,738,274	4,196,000
C-2	Stationery	13,095,109	13,936,379	14,228,118	5,093,000
C-3	Books, Periodicals, Greeting Cards	22,661,626	26,233,391	29,550,183	4,916,000
C-4	Hardware & Garden Supplies	45,618,427	49,456,582	50,611,163	9,646,000
C-5	Toys & Wheel Goods	21,609,431	22,165,857	22,504,520	4,553,000
C-7	Books & Periodicals	—	—	—	6,713,000
C-8	Auto/Accessories	—	—	1,200,981	504,000
C-9	Garden Supplies	—	—	—	14,501,000
D-1	Toiletries & Drugs	36,976,281	41,930,402	44,103,098	17,821,000
D-2	Jewelry	30,259,642	32,820,939	32,630,956	8,909,000
D-3	Household Supplies	14,601,939	14,060,985	15,748,770	7,293,000
D-4	Watches	5,489,510	4,846,918	5,413,213	4,222,000
D-5	Fragrances & Cosmetics	13,692,086	15,177,490	16,099,501	6,094,000
E-1	Uniforms & Accessories	32,633,118	41,295,237	40,766,139	17,803,000
E-2	Men's Wear & Accessories	71,576,753	74,797,513	74,455,520	27,608,000
E-3	Intimate Apparel & Accessories	19,907,812	22,070,003	22,978,693	8,512,000
E-4	Domestics	21,622,712	22,204,915	21,518,072	8,522,000
E-5	Infants' & Childrens' Wear	33,648,706	37,191,329	36,973,670	13,136,000
E-7	Family Shoes	28,712,913	32,348,602	33,508,736	14,683,000
E-8	Women's Ready to Wear	29,643,767	33,145,761	32,599,625	13,581,000
F-2	Fabrics & Sewing Accessories	4,820,701	4,938,360	4,302,533	972,000
	TOTAL RETAIL	**$ 848,776,533**	**$ 978,694,606**	**$1,014,204,375**	**$422,034,000**
	Services				
J-1	Barber Shop	$ 8,481,616	$ 9,956,917	$ 10,921,121	$ 4,932,000
J-2	Beauty Salon	4,346,023	4,904,898	5,142,693	2,294,000
J-3	Gasoline/Fuel	164,385,210	159,014,014	132,118,989	54,004,000
J-4	Motor Oil	30,939,744	30,665,154	22,165,284	9,402,000
J-5	Automotive Service & Labor	6,191,959	8,798,366	17,496,309	7,253,000
	Tailoring	2,838,581	—	—	—
K-2	Optical	7,964,069	8,330,297	8,496,371	3,820,000
K-3	Flower Shops	5,846,592	7,543,992	7,837,518	3,625,000
K-4	Food Service	92,049,080	104,115,918	109,054,085	50,130,000
	Case Beer & Soda	55,411,107	—	—	—
L-1	Retail Clothing Store (Navy Uniforms)	11,417,809	16,890,906	23,384,455	10,979,000
M-1	Laundry & Dry Cleaning	11,187,867	15,484,777	15,738,369	6,932,000
M-2	Personalized Services	39,091,489	42,938,406	43,883,176	19,116,000
M-3	Vending Machines	67,042	74,539,763	78,936,356	34,945,000
	Produce	15,101	—	—	—
	TOTAL SERVICES	**$ 507,208,859**	**$ 483,183,413**	**$ 475,174,726**	**$207,433,000**
	Ships' Stores	$ 71,393,594	$ 84,955,953	$ 105,632,965	$ 69,107,128
	**Soft Drink Vending Machines	12,338,734	13,509,259	16,150,501	11,038,964
	TOTAL SHIPS' STORES	**$ 83,732,328**	**$ 98,465,212**	**$ 121,783,466**	**$ 80,146,092†**
	***Clothing & Small Stores (military clothes)	$ 677,313	$ 713,134	$ 1,047,266	$ 810,277†
	WORLDWIDE COMBINED TOTAL	**$1,439,717,740**	**$1,560,343,231**	**$1,612,209,833**	**$710,423,369**

*Through first five months (February through June) FY 83; Navy Exchange fiscal year runs January to January—Navy Ships' Stores fiscal year runs 1 October to 30 September.

**Other items dispensed by vending machines are recorded as retail sales.

***Military clothing sales aboard ships afloat are not included as ships' stores sales as these figures are maintained in a separate account.

†Through first 8 months, FY 83 (covers period 1 October 1982 to 31 May 1983).

Source: NAVRESSO

NAVRESSO
ANNUAL EXCHANGE INFLATION RATE
BY DEPARTMENT
FY 82 AND YTD FY 83

		FY 82			YTD (MAY) FY 83		
	Retail Department	**% Sales**	**% Inflation**	**Weighted Avg. % Change**	**% Sales**	**% Inflation**	**Weighted Avg. % Change**
A-1	Candy & Confections	1.5%	2.6%	0.04%	1.7%	(0.1)%	—
A-2	Tobacco & Accessories	10.5	12.6	1.32	12.1	21.2	2.57
A-4	Convenience Foods	5.4	3.3	0.20	5.4	1.5	0.08
A-6	Case Beer & Soda	6.0	3.3	0.20	6.1	3.3	0.20
A-7	Film & Accessories	—	—	—	1.1	1.8	0.02
A-8	Records & Tapes	—	—	—	2.9	(0.9)	(0.03)
B-1	Cameras & Accessories	2.9	3.5	0.10	1.8	1.8	0.03
B-2	Housewares	5.3	3.3	0.17	1.7	1.2	0.02
B-3	Sporting Goods	1.9	3.0	0.06	1.9	2.5	0.05
B-4	Electrical Appliances	3.3	4.3	0.14	3.0	1.4	0.04
B-5	Consumer Electronics	10.9	0.8	0.09	8.9	(0.9)	0.08
B-8	Home Furnishings & Giftware	—	—	—	2.3	2.3	0.05
B-9	Furniture	—	—	—	1.7	2.3	0.04
C-1	Luggage & Leather Goods	1.1	(2.3)	(0.03)	1.0	0.5	0.01
C-2	Stationery	1.3	10.7	0.14	1.2	9.0	0.11
C-3	Greeting Cards/Party Goods	2.8	9.8	0.27	1.2	6.3	0.08
C-4	Pet Supplies/Hardware	4.8	4.7	0.23	2.3	2.0	0.05
C-5	Toys & Wheel Goods	2.1	4.7	0.10	1.1	1.7	0.02
C-7	Books & Periodicals	—	—	—	1.6	8.6	0.14
C-8	Auto/Accessories	0.1	2.3	—	0.1	—	—
C-9	Garden Supplies/Outdoor Living	—	—	—	3.3	1.5	0.05
D-1	Toiletries	4.3	8.8	0.38	4.2	6.9	0.29
D-2	Jewelry	3.2	(2.3)	(0.07)	2.1	0.5	0.01
D-3	Household Supplies	1.5	6.3	0.09	1.7	4.4	0.07
D-4	Watches & Accessories	0.5	(2.3)	(0.01)	1.0	0.5	—
D-5	Fragrances & Cosmetics	1.6	8.3	0.13	1.4	7.0	0.10
E-1	Uniforms & Accessories	4.0	3.8	0.15	4.3	2.9	0.12
E-2	Men's Accessories	7.2	3.6	0.26	6.5	2.9	0.19
E-3	Intimate Apparel & Accessories	2.2	6.1	0.13	2.1	3.6	0.08
E-4	Domestics	2.1	7.8	0.16	2.0	4.9	0.10
E-5	Infants & Childrens Apparel	3.6	3.7	0.13	3.2	4.9	0.16
E-7	Family Shoes	3.3	2.3	0.08	3.6	1.0	0.04
E-8	Women's Ready to Wear	3.2	(0.8)	(0.03)	3.3	(0.4)	(0.01)
F-2	Fabrics & Sewing	0.4	3.3	(0.01)	0.2	2.6	0.01
	All other Departments	3.0	4.4	4.4	2.0	4.8	4.77
	TOTAL RETAIL DEPARTMENTS	100.0%		4.53%	100.0%		4.87%
	Service						
J-1	Barber Shop	2.4%	5.1%	0.12%	2.5%	3.6%	0.09
J-2	Beauty Salon	1.1	6.2	0.07	1.2	5.9	0.07
J-4	Motor Oil, Parts & Accessories	4.9	2.3	0.11	4.8	(1.3)	(0.06)
J-5	Service & Labor	3.9	7.4	0.29	3.8	5.3	0.20
K-2	Optical	1.9	6.0	0.11	2.0	5.9	0.12
K-3	Flower Shop	1.7	2.8	0.05	2.0	(5.7)	(0.11)
K-4	Fountain, Snack Bar, Beverages	24.1	5.2	1.25	25.6	4.7	1.20
M-1	Laundry & Dry Cleaning	3.5	7.3	0.26	3.5	4.7	0.16
M-2	Personalized Services	9.7	6.0	0.58	9.9	3.0	0.30
M-3	Vending Machines	17.5	3.4	0.60	17.7	3.0	0.53
	All other Service Departments	—	—	—	—	—	—
	Subtotal Service (excluding J-3)	70.7%	4.9%	3.44%	73.0%	3.4%	2.50%
	Plus: J3 (Fuel)	29.3%	(6.3)%	(1.85)%	27.0%	(4.9)%	(1.32)%
	TOTAL SERVICE DEPARTMENTS	100.0%	1.6%	1.59%	100.0%	1.2%	1.18%
	Overall:						
	Excluding J-3 (Fuel)			4.6%			4.5%
	Including J-3 (Fuel)			3.6%			3.7%

Source: NAVRESSO

HQ NAVRESSO
1984 EXCHANGE SALES PROMOTION CALENDAR

January

- White Sale (late December–January)
- Baby Week (January)

February

- President's Days Sale (11–21 February)
- Valentine's Day (February)

March

- Spring Sale (15–20 March)
- Fish-O-Rama (March)

April

- Home & Garden Sale (12–19 April)

May

- Mother's Day Sale (1–13 May)
- Vacation Time (May)

June

- Sight & Sound Sale-CONUS only (29 May–4 June)
- Father's Day Sale (12–17 June)

July

- Back-to-School Sale (early July)
- July 4th Sale (early July)
- White Sale (mid-July)

September

- Fall Festival (13–18 September)
- Toyland (September)

October

- 209th Navy Birthday Sale (12–18 October)
- Sight & Sound Sale (October)

November

- Christmas Wish Book (1 November–24 December)

December

- Clearance Sale (December)

VETERANS CANTEEN SERVICE

Central Office (133)
Veterans Administration
810 Vermont Avenue, N.W.
Washington, D.C. 20240
Phone: (202) 376-8133

Mr. R.E. Percival

Dr. R.A. Leyton

Mr. D.N. Stone

CENTRAL OFFICE HEADQUARTERS

Director
Richard E. Pervical
(202) 376-8133

Chief, Merchandise Division
Neil C. Whittle
(202) 376-8140

Deputy Director for Operations
Dr. Robert A. Leyton
(202) 376-8133

Deputy Director for Administration
David N. Stone
(202) 376-8133

Assistant Chief, Merchandise Division
Buyer for Fragrances/Women's Clothing
(VACANT)
(202) 376-8141

MERCHANDISE DIVISION BUYERS

(VACANT)
Assistant Chief, Merchandise Division
Buyer for Fragrances/Women's Clothing
(202) 376-8141

Russell R. Bouck
Buyer for Men's Clothing
(202) 376-8142

Ellen K. Henry
Buyer for Toiletries/Stationery
(202) 376-8142

Gwendolyn F. Smith
Buyer for Tobacco and Equipment
(202) 376-8142

David W. Sorensen
Buyer for Candy/Sundries
(202) 376-8142

VCS BUYING PROCEDURES

The majority of retail Veterans Canteen Service procurement is handled from its Washington, D.C.-based central office. Vendors are prohibited from calling on canteens at VA Medical Centers. The procurement process at VCS Central Office has proved both effective and simple. Vendors work with Merchandise Division buyers to negotiate item and terms. Merchandise Committee meetings are held weekly; at that time merchandise selection, additions or deletions of sources policy matters, etc. are determined. When an agreement is reached, a Purchase Order-Price Agreement List (PO-PAL) is issued which set forth terms, cost and retail selling price of each item. This PO-PAL is sent to each canteen in the system. The Chiefs select items for their individual canteens. Certain basic items, which are contained in the VCS Basic Merchandise List are required to be stocked. Beyond that, it is a personalized selection process with attention paid to local or regional tastes or needs.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

VCS FIELD OFFICES & FINANCE CENTER

Atlanta Field Office
Veterans Canteen Service Field Office (780/133)
Veterans Administration
730 Peachtree Street, N.E.
Atlanta, Georgia 30365

Field Director: Charles T. Palmer
Responsible for 57 canteens

Denver Field Office (778/133)
Veterans Canteen Service Field Office
Denver Federal Center
Post Office Box 25345
Denver, Colorado 80225

Field Director: Charles Freneaux
Responsible for 57 canteens

Veterans Canteen Service Finance Center
Federal Building
405 S. Tucker Boulevard
St. Louis, Missouri 63101

Director: John A. Campbell

Somerville Field Office (781/133)
Veterans Canteen Service Field Office
Veterans Administration Supply Depot
Somerville, New Jersey 08876

Field Director: Robert J. Alger
Responsible for 56 Canteens

VCS SALES PROMOTIONS

VCS BIRTHDAY SALE

Each year VCS celebrates its founding—by saying "thank you" to all its customers. This is done through the annual Birthday Sale. It is more than just a sale—it is a morale booster for VA patients.

The sale has a theme—one year the circus, another the West. In 1982, it was baseball. Special foods and prices are offered in the canteen cafeterias. The 1982 sale was held August 3, 4 and 5. On the afternoon of the third, anyone who visited the canteen cafeteria could have a free slice of birthday cake; on the fourth, a free offering of creamy rice pudding; and on the fifth, free caramel corn. Luncheon specials were barbequed beef on a bun, cole slaw and potato chips on the fourth and hot dog with the works, corn on the cob and the three bean salad on the fifth—for $1.39.

In the retail stores, the decor was strictly a "hit"—pennants, banners, etc. Retail employees wore special-order VCS baseball caps and some were in full baseball regalia. Numerous specials were offered. This is traditional with the VCS Birthday Sales.

To prepare for the annual event, at the beginning of each calendar year the merchandise staff reviews last year's sales results. Based on this information and recommendations from Chiefs, canteen service, and the field offices, negotiations are opened with selected manufacturers. Following negotiations, the merchandise committee selects the items it considers the best from the list of potential products. Best in this case means those which offer a tremendous value and which serve the basic needs of VCS customers. Actual sale items are usually restricted to 10 or 12 due to large quantities required and lack of space in many canteens. Additional merchandise is made available for individual canteens to use as tie-in items.

It is a VCS tradition that the sale is open only to patients and members the first afternoon of the sale.

RED TAG PROGRAM

Special priced merchandise offered for a temporary period of time is known as a Red Tag Special. These promotions may be basic stock, new items or manufacturer's closeouts. The VCS Red Tag Program is similar to those large chain stores have sometimes called weekend specials, or cents-off promotions. Items sold at a Red Tag Special price have a red label attached. The maximum time allowed for promotion of an item is three weeks, although one week, for most items, is considered a good sell-through period.

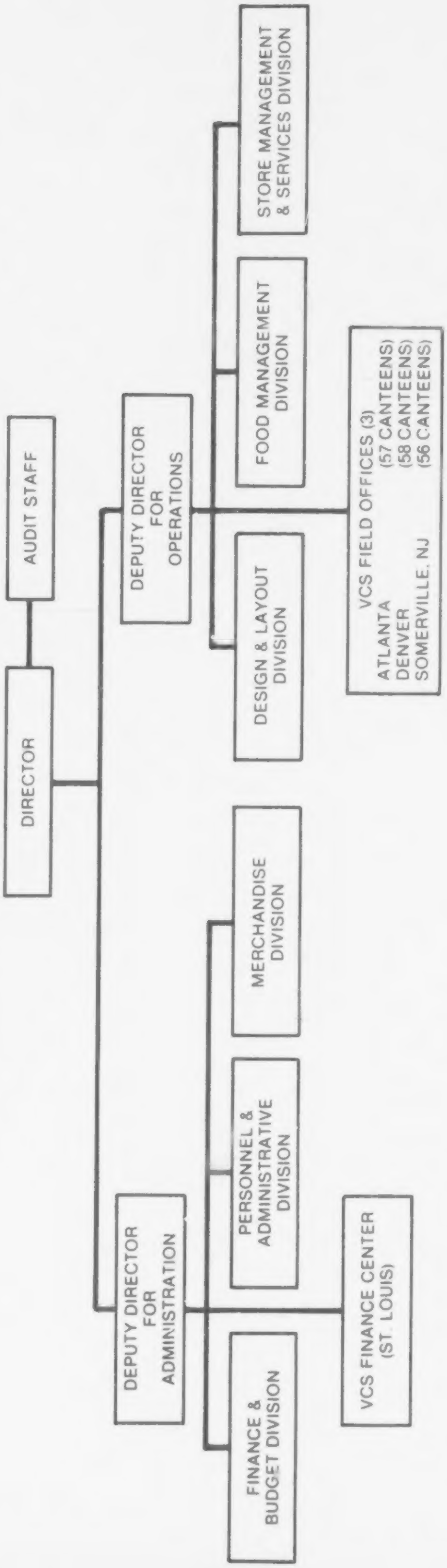
The Red Tag sales can best be described as "Savings" to VCS customers.

VCS SALES BY DEPARTMENT

DEPARTMENT	FY 1980	FY 1981	FY 1982	FY 1983*
RETAIL	$ 87,710,740	$ 96,857,374	$100,480,853	$55,285,606
MANUAL FOOD (Cafeteria)	41,521,434	44,371,229	48,199,514	24,892,653
AUTOMATIC FOOD	6,305,778	6,482,722	6,458,345	3,286,358
AUTOMATIC BEVERAGE	9,445,177	10,068,976	10,583,697	5,518,060
SERVICE DEPARTMENTS	4,404,207	4,449,586	4,549,295	2,292,606
TOTAL	**$149,387,336**	**$162,229,888**	**$170,271,703**	**$91,275,282**

*First Six Months **Source: VCS**

VETERANS CANTEEN SERVICE


DIRECTOR
AUDIT STAFF
DEPUTY DIRECTOR FOR ADMINISTRATION
DEPUTY DIRECTOR FOR OPERATIONS
FINANCE & BUDGET DIVISION
PERSONNEL & ADMINISTRATIVE DIVISION
MERCHANDISE DIVISION
VCS FINANCE CENTER (ST. LOUIS)
DESIGN & LAYOUT DIVISION
FOOD MANAGEMENT DIVISION
STORE MANAGEMENT & SERVICES DIVISION
VCS FIELD OFFICES (3)
ATLANTA (57 CANTEENS)
DENVER (58 CANTEENS)
SOMERVILLE, NJ (56 CANTEENS)

FOR ALL YOU DO...
Budweiser
USA
OFFICIAL SPONSOR OF THE 1984 U.S. OLYMPIC TEAM

MILITARY CLUBS & COMMUNITY ACTIVITIES

ARMY CLUBS

DPCA Support Directorate
Office of the Adjutant General
Mail: HQDA (DAAG-DP), Alexandria, VA 22331
Location: Hoffman Bldg. I,
2461 Eisenhower Ave.,
Room 1214,
Alexandria, VA 22331
(202) 325-0804

COL Richard H. Ross, USA
Director, DPCA Support TAGO
(202) 325-8040

Mr. Ted Toatley
Central NAF Contracting Office, TAGO
(202) 325-8788

Mr. Stephen O. Rossetti, Jr.
MWR Program Communications, TAGO
(202) 325-9703

Europe
LTC Lewis T. Turner, USA
Chief, European Regional Office
Club & Community Activities
Management Directorate, TAGO
Roedelheim Mil.: 838
Attn: DAAG-CME
APO New York, 09090

Korea
LTC Irard D. Jacobs, USA
Chief, Korea Regional Office
Club & Community Activities
Management Directorate, TAGO
Yongsan Mil.: 5571
Attn: DAAG-CMK
APO San Francisco 96301

BUYING PROCEDURES—ARMY CLUBS

The Central Contracting Office negotiates purchase agreements on common items for use by Army's decentralized system of clubs and other nonappropriated fund (NAF) activities. Individual club managers are then given an opportunity to order from this list through procedures which parallel, on a much smaller scale, those of the Defense Personnel Support Center (DPSC) or General Services Administration (GSA). Generally, procurement for Army clubs and community activities is accomplished at the installation level. The Army does have central contracts for purchasing meat items and some alcoholic beverages. For further information contact (202) 325-8788.

NAVY CLUBS

Recreational Services Division
Naval Military Personnel Command
(NMPC-656G)
Department of the Navy
Washington, D.C. 20370
(202) 694-4422/23

Director
CAPT. Al Wood, SC, USN

Head, Mess Branch
Mr. N. Pearsall
(Mailing code at above address: N655)
(202) 694-4390

BUYING PROCEDURES—NAVY CLUBS

Further information about the decentralized Navy open mess system may be obtained by contacting the Head, Navy Mess Branch Information, regarding buying procedures and the specific addresses of individual open mess activities may be obtained from the Head, Mess Branch upon receipt of a written request.

AIR FORCE CLUBS

Morale, Welfare and Recreation Directorate
Air Force Military Personnel Center
(AFMPC/MPCSM)
Randolph AFB, TX 78250
(512) 652-4220

Director
Col. Richard Fink, USAF
(512) 652-6207

Chief, Open Mess Division
Col. Charles R. Walter, Jr., USAF
(512) 652-4220

BUYING PROCEDURES—AIR FORCE CLUBS

Further information about the decentralized Air Force open mess system may be obtained by contacting the Chief, Open Mess Division of the MWR Directorate. Specific information regarding the addresses of individual open mess activities and their buying procedures may be obtained by sending a written request to the above address.

MARINE CORPS CLUBS

Commandant of the Marine Corps
(Code MS-2)
Washington, D.C. 20380

Mr. Joseph A. Caprara
Head, Military Clubs Section
(202) 694-2728

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